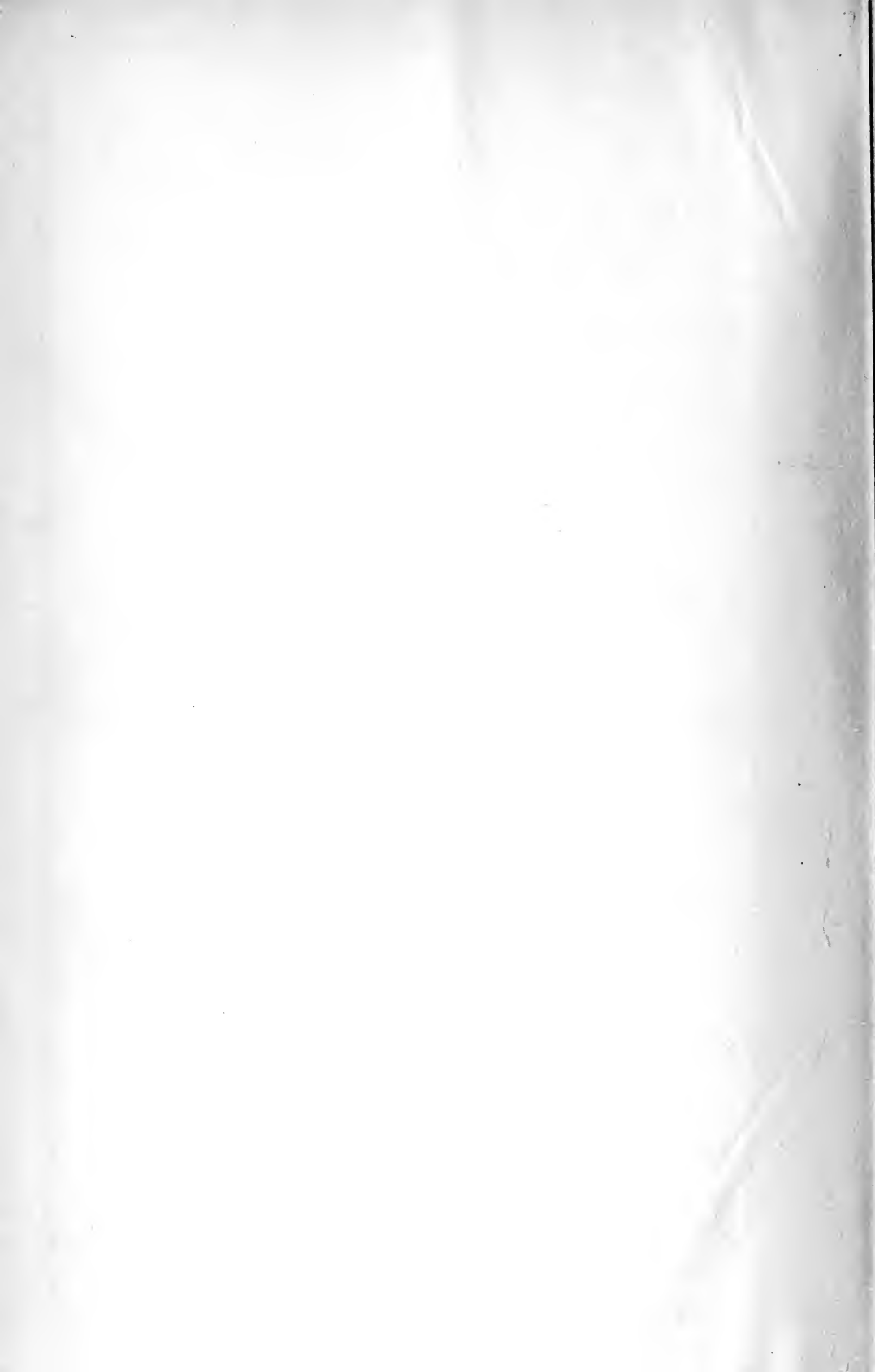


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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

APR 8 1921

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VOL. XCIX.

NEW YORK, APRIL 2, 1921

No. 14

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of this volume is attested in the introduction written by CLEMENCEAU, the "Tiger of France," to whom the author, ANDRE TARDIEU, was confidential advisor at the Versailles Peace Conference, and by a foreword by Colonel House who calls the author "the only nearly indisputable man at the conference." In direct, aggressive tones TARDIEU tells of the months

ABOUT

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MACMILLAN BOOKS OF THE WEEK

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By Edwin Arlington Robinson

Mr. Edwin Arlington Robinson, author of "The Three Taverns" which proved to be one of the most successful books in the field of poetry last year, is now offering "Avon's Harvest" to the public. This book is a dramatic monologue, written in blank verse. It tells the story of a man literally devoured by fear. The explanation finally attempted by Avon enlists the reader's sympathy and prepares the way for a tragic conclusion. \$1.50

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By Lyman Abbott

A SPIRITUAL AUTOBIOGRAPHY

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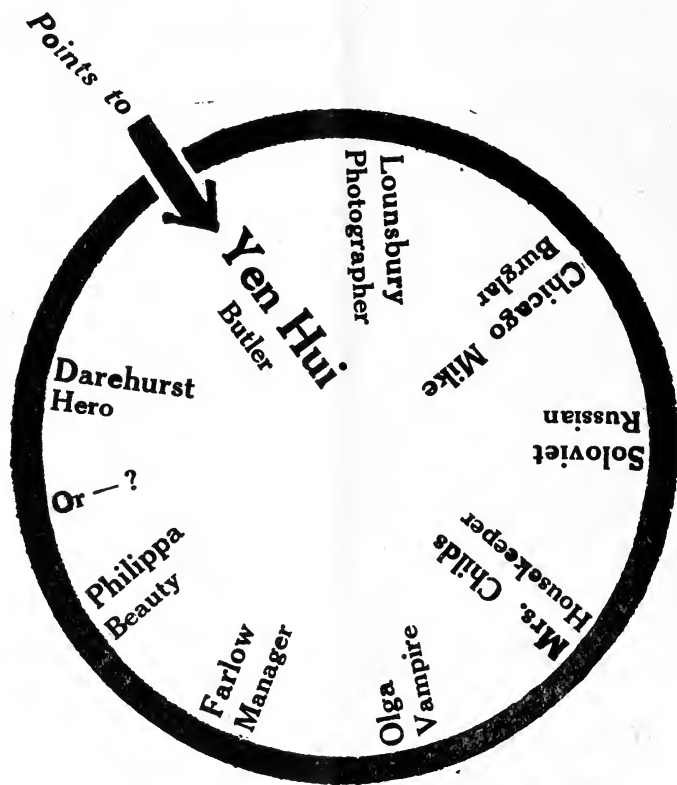
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 2, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Old Titles Missing Too

DISCUSSION of books and reading has become a much more general habit in newspapers and periodicals than ever before in the past, testifying to the increased general interest in the subject. An editorial in the *Saturday Evening Post* means a wide range of readers that promotes discussion that will always be of interest. The editorial in the March 19th issue is headed "Real Books" and begins "The high price of new books will prove a blessing in disguise if only they have the effect of setting people to reading some of the old ones."

The suggestion to turn to the old books is one that is made repeatedly and deserves repeating. At the same time, the writer of this editorial may be misleading in suggesting that the high cost of book-making affects the new books only. The old "standards" have been just as much affected by the increasing costs as have the new titles, and in fact in a larger percentage, because their price is so largely a question of manufacturing cost that the price level must reflect each change and increase in either printing, paper or binding.

One of the real misfortunes that has come from the cost situation has been the putting out-of-print of many good titles whose worth has been proved and which would be in demand if they could be printed at a price that the public would pay. The publishers are asking for a reduction in the printing scale, very largely because of this need of putting back proved books into print, so that the argument that high prices are peculiar to new books may somewhat miss its point.

No one, however, could be more hospitable to the further idea suggested by the *Post* editorial than the bookseller. "Certain Americans need Americanization almost as much as the swarthy immigrants at Ellis Island. Very few of us know as much as we should of the history of our country. . . . These mat-

ters are well worth reading about, either in the pages of Bancroft, Fiske, Trevelyan and Beveridge, or in those of a dozen of less familiar authors." In fact we seem to hear in this a reflection of the book-trade's "America Month."

Will Plugging Alone Do It?

THE Committee which has been directing the Year Round Bookselling plan has recently sent out a questionnaire asking the retailers for comments and suggestions. The reports so far received have been most enthusiastic, showing that retailers have found a genuine help in the material that came to hand. One negative report, however, expresses another point of view, an unsigned comment reading as follows:

"All bunk! There is only one thing to increase a business and that is close application to it and everyday commonsense applied to the clientele one has to serve. Added to that is keeping on the job continually and hustling."

This comment brings up concretely the question as to whether the primal American virtues of application and hustle are *sufficient* business virtues. It is often found that the business man who attributes most of his success to these two virtues really has combined with them many other business assets, including vision, enthusiasm and organizing capacity. In a year when all are praising the brave trip of the Pilgrims it would be hard to make a good case by proving that if the Pilgrims had stayed in England or Holland and used commonsense and hustle that they would have been just as happy and successful. A man with a right vision of what his business may mean to his community is a far better merchant and a better worker than the one who believes that the sum total of business needs are ten hours a day on the floor.

Saturday half holidays were fought by the people who said that application and long hours were the only things that counted. The summer vacations which clear the brain and build for real business success were fought as being a waste of time.

The merchandising plan which conceived increasing the whole country's use of bicycles was a pipe dream to many manufacturers. They thought that all they needed was application and hustle, *but* the big idea has doubled their business. It was probably very visionary to conceive of increasing the national consump-

tion of oranges. The grower, some said, had better stick to his farm and let the market take care of itself, but somehow a large enough group was got together to try the other program.

Retail merchants used to keep apart, fearing that any contact with a rival would mean simply time taken away from their own affairs. Now, there is scarcely a merchant of any success who does not work in the local merchants' association, plan special campaigns and work for the good of his city. People used to laugh at the farmer once as a backward person, but the farmer now taxes himself to hire a county agent that he may learn to run his farm better.

That sort of vision has been supplementing application and hustle. Fortunately in American business there is, in practically every industry and merchandising field, an increasing group of men who will take of their time and draw on their imagination to conceive their business in better and more substantial terms than it has yet arrived at. These groups will organize to put the ideas thru and then the business of the following decade will show results, results that usually come not only to those who have done the work but to those who have been willing to ride on the tide carping on the way.

No one has shown closer application and more industry than the booksellers of the last fifty years in England and America, but industry and application are not enough or this book business of ours would be among the most prosperous in the world. There are problems larger than those that can be solved at any single desk even in a ten hour day or a sixty hour week, and, while there is no cure-all, and every plan may have its faults, and many may need to be discarded or completely revised, the criticism should be on the plan, and not against the idea of co-operative efforts.

In St. Paul the citizens had come to believe that the book really had its therapeutic value, and the hospitals demanded full library service. In February the Public Library made a drive to obtain sufficient books for the hospital service, an extension that they would not be able to make without a large new stock of books which their regular funds could not supply. A special drive was made, and as a result thousands of books were obtained for this purpose. In the St. Paul Book & Stationery Company one of its windows as well as one

of the largest tables was given over to the display of books suitable for this service. Special saleswomen, beribboned with a badge marked "Hospital Service," helped to get the idea across, and to direct people to the kind of books that the library wanted for this purpose. The bookstore reports that the idea is extremely popular, and that in other centers thruout the Middle West the importance of hospital service, one of the fine benefits of the American Library Association War Work, is becomingly increasingly appreciated. Sioux City was a pioneer in this movement, and now St. Paul comes with the same idea carried out with enthusiasm.

Three Months' Hard Reading

A NEW York magistrate has sentenced a small boy in Flushing to three months' reading at the local public library, for too much loafing on the streets. This new method of encouraging the reading habit will be hailed with interest by those who are interested in the book and its influence. The judge's idea was undoubtedly based on good observation, tho there may be slight doubt as to whether it would be advantageous to the library to have it become connected in the minds of the young people with judicial sentences. The judge's particular recommendation was Dickens and Hawthorne. This sentence should not be applied without some discrimination, as many a young reader who came upon those authors at the wrong volume in their early 'teens will remember that these books did not make any real impression. Perhaps the librarian had better be given some liberty in this matter.

National Catholic Press Month

THE idea suggested by the Religious Book Week Committee has found happy co-operation from the Catholic publishing circles which have developed the idea along their own lines. Catholic book publishers, with the co-operation of numerous bookstores thruout the country, made March a "Catholic Book Month," and the National Catholic Welfare Council urged all of those interested in Catholic reading to adopt a program for March under the title of "National Catholic Press Month." Such emphasis on the value of reading, whether in periodicals or books, is urged as a means of increasing the influence of the pulpit, and it will bring the matter home to many households.

Motion Picture Plots and Their Sources

By Martha P. Robinson

A MOTION picture company can be roughly divided into three parts: the sales department, the studio, and the scenario department.

The sales department is the commercial end, and consists of the publicity men, advertisers, salesmen, etc.

The studio, with its brilliant lights, temperamental stars, and eccentric directors, may be called the artistic end. It is most interesting to the public, consequently its own publicity men, as well as numerous outsiders, have written it up thousands of times.

The scenario department may be called the literary section. Tho considered the most important of all, by those who know, it has never been written of, and the public has been left in ignorance as to how the material for the plays is secured.

The Hopeful Editor.

Let us say, first, that the word "scenario" is a misnomer for this department. A scenario is a working script used by the director and his men in the studio. It gives stage directions, all spoken words, titles, etc., and special writers are employed at the studios to do this scenario work. They very often change the story materially from its original form, as the screen play is a separate art in itself. Miss June Mathis, of the Metro Corporation, is one of the most brilliant examples of a scenario writer, the latest of her works being the scenario of "The Four Horsemen of the Apocalypse." But the scenario department is often entirely separated from these writers. It consists of a principal editor and his staff of assistant editors, who handle all plays, books, stories, and original manuscripts that are sent to the company for reading and selection. Almost all the large motion picture companies have scenario departments in New York, where most of the material for the plays is gathered, tho there is a scenario department at every studio as well. The studios, with few exceptions, are all situated in southern California, where the brilliant sunlight and warm weather all year round permits of the taking of out-of-door scenes at almost any time.

The material for plays is gathered from four different sources: legitimate plays, novels, magazine stories, and original stories written directly for the screen. There is an assistant editor for each of these branches, in the large companies, while the scenario editor is at the head of all and has the final decision to make before the story is sent to the studio.

And may I say a word, in passing, about these men and women, the scenario editors? Without exception, they are a delightful set of people—courteous, polite and patient even to the bore who occasionally manages to

clude the vigilance of the outer office; they are hardworking, keen-witted, and have a most wonderful store of optimism. Over their doors should be written:

"Hope Springs Eternal in the Human Breast," for they are always good-tempered, no matter how many disappointments they have in a day. And no matter how much worthless material they have been called upon to read, there is always, with them, that wonderful plot just around the corner. Only the other day one of these editors said to the writer

"I make a point of trying to see everyone who asks for an interview to talk of a play or book he wishes to submit; for if I refuse someone, he may have the very plot I have been longing for." These editors will also take infinite pains in describing to authors, agents, and others who submit material, the requirements of their especial stars. For it can readily be understood that each star must have a particular kind of "vehicle" for his or her style of acting and beauty. Marguerite Clark, for instance, does not act in the "vamp" plays so loved by Theda Bara, nor does Wallace Reid, the depicor of society and college youths, care to act in the plays of the great Northwest, where the hero is of the rough cave-man style. All this has, as a rule, to be explained to the authors of manuscripts who send in very unsuitable plots—plots that might be readily accepted if sent to the company which has that special type of actor or actress. This phase of the work is only one of the many which try the patience of the editor and his assistants. And of the many manuscripts submitted in a month, about ninety-five per cent have to be returned, either as too poor in plot, or unsuited to the company's needs.

Jobs for the Leisure Class.

One assistant editor has charge of the legitimate plays. She has several translators busy on foreign plays, both modern and old. The play's having been a failure on the stage does not always make a difference, as the plot may be good for a motion picture, if changed slightly. The modern plays running in New York are seen and written up by one of this editor's staff. This writing is a short synopsis, with two carbons—one of the carbons goes into the files for future reference, another is sent in to the scenario editor if the play is thought worth while, so that he may consider buying the picture rights before someone else gets them. All synopses for a motion picture company have two carbons whether they are of books, magazine stories, or plays.

The magazine editor has a staff of readers working constantly. Among them is a small group of translators, for foreign magazines are regularly subscribed for, and anything

that has a good plot is synopsisized. This synopsis is read by the magazine editor, and if considered good, is sent to the scenario editor. Here, as in all the departments, copies of every synopsis are kept for reference.

The book editor, in some companies, has a staff of readers in the office, but most of the big companies give out the books to men and women who take them home, read them, and make synopses of them. It is also custom: to give out the longer plays to these readers, as they make tedious reading and take up much valuable time. These plays are paid for as the books are—usually five dollars apiece. This work is done usually by young men and women who have literary tendencies, and—much more important—have independent incomes, and do not have to depend on this work for a living. This reader of a book makes the usual two carbon copies. And usually it is left to the discretion of this reader as to whether a long or short synopsis is required. If the book is unusually good, a ten-page synopsis; if fairly good, seven or eight pages; if poor, four pages. Some companies maintain that a good, clear synopsis can be given in three pages, and do not wish a longer one. With this three-page synopsis is written, on a filing-card, a two-paragraph resumé of the book, this very condensed form to be filed for ready reference.

Complete Files.

The book editor reads the synopses brought in, and if one seems good, she sends it with the book to the scenario editor. The filing system of these companies is very complete. To show how thoroly the field of fiction is covered, I will quote one instance.

Several years ago I was talking to Mr. MacAlarney, then scenario editor of the Famous Players-Lasky Company. I mentioned a book that had come out about ten years before, telling him the name of the author also, and advising him to consider it for a vehicle for one of his stars. He said he was not sure, but thought that the book had been read and synopsisized, and rejected. As he was not certain, and I was insistent, he rang for a messenger, saying to me with a smile, "Let's test the thoroness of our reading department." The messenger came back to him in a short while with a synopsis of the book, got from their files. He glanced over it, and told me just why he had rejected it. This will show how very completely the field of fiction is canvassed for plots. For this book had not been considered a "best seller" and had not been particularly noted at the time of its publication.

The manuscript editor takes charge of all the original scripts sent in by mail or express, and has her staff of readers in the office. These manuscripts which come direct to the company and not thru an agent are, as I said before, very often sent without regard to the needs of that especial company and are written by anyone, from the colored maid in a Southern boarding-house to the most

celebrated authors of the English-speaking world. These latter, however, usually deal with a company thru their agents. But there is much that would be laughable in these mailed-in scripts, if they were not so pathetic. Most of the little, uneducated authors write with a veiled hint, saying that their story has been copyrighted, and so all attempts to defraud them will be punished by law. Many of them are written in broken English, and many written in pencil, and on yellow paper. I remember, when working for one of the companies, I received a large box, in which one vengeful colored "lady" had sent many pictures of herself, her husband, and the other woman, a "Yellow Girl," who had stolen his affections, after his wife had supported him for years. The whole account was written out on rough "pad" paper, some of it in pencil, the rest in ink, the spelling and English very poor. She, the wife, was taking this very original way of "getting even" with her husband and the vampire who had stolen his affections. She begged us to make the whole story into a moving picture, with the male character made up to look exactly like her husband, and the vampire to be true to life as well. Thus was she going to shame them into good behaviour. But very little of the material is as out of the ordinary as this—most is stupid and without merit of any kind, but all is read as carefully as if it were valuable.

That is the way the working force takes care of the material; as to the way the material is gathered, each motion picture company has its special agencies which are looking for material for them, constantly, tho they receive material from all the agencies. Originally, these agencies simply placed manuscripts with book and magazine publishers. Now they handle legitimate plays and motion pictures as well. Usually, an author has some agent to represent him, and these agencies are sending a steady stream of books, stories, plays and galley-proofs to the motion picture companies. Then at times the picture company calls on its special agents to furnish a vehicle for some star in its company who is looking for a very original plot. These agencies are the principal channel thru which the companies get their material.

Some companies, also, offer prizes for good original plots, as Universal did for its star, Miss Dean, placing the offer with The Authors' League.

All For Five Percent.

Each company employs research workers, some in this country and some abroad, all over the world, in fact, looking for suitable material for the stars. And individual agents, handling some one author's works, send or bring in material.

Several of the scenario editors of big companies have been kind enough to give me some data on the subject of gathering material; among them, Mr. Brownell, of the Universal; Mr. Block, of the Goldwyn Corporation, and

Mr. Durant, of the Famous Players-Lasky. For lack of space, I will simply quote Mr. Durant:

"We have forty thousand scripts a month, coming from all over the world," Mr. Durant said. "We have established agencies looking out for our needs, and we employ six translators for the stories, plays and novels in foreign languages. There are eighty-one magazines a month read by our staff, and about one hundred and fifty original scripts

come to the office a day, by mail or express. But of these scripts, *ninety-five per cent are hopeless.*"

"Before a picture is made," he told me, "the story has to be approved by four different people: the scenario editor; then, when it is sent to the studio, the supervising director; then, the director who makes the picture; and the star who is to act in it. So you see how difficult it is to have a manuscript accepted."

Books in South America

TO say that South America, as a market, is increasingly interesting to the North American business man is to state a truism. Perhaps the bookman has been slower than some of his fellow merchants to realize the possibilities of South American trade, but he is becoming aware of the republics south. In the March 5th number of the PUBLISHERS' WEEKLY, Waldon Fawcett, our Washington correspondent, discussed present conditions and future possibilities for the export of United States books to South America. In an Appleton book, recently published there are some interesting comments on American books in South America, in a chapter called, "What Do South Americans Think"? It is a chapter from "Straight Business in South America," by James H. Collins, special investigator on business subjects for the *Saturday Evening Post*, *Philadelphia Public Ledger*, *Printers' Ink*, etc.

"In reality the Latin American countries are all isolated from one another—so much so that Señor Carlos Silva Cruz, director of the Chilean National Library, is endeavoring to bring them closer together for the exchange of that technical, economic and scientific literature so necessary for their material development.

"If a Chilean writes a useful book, it is read in his own country, but not in nearby Argentina or Peru, much less distant Central American countries, or Brazil, where Portuguese is the language.

Double Distortion.

"In no Latin American country does the reading public exceed a million people—I mean that many people actually able to read. In some of the small countries it may be a few thousands. If Latin American books circulated widely in the different countries large editions could be published. But they don't, and the sale of a Latin American book is small, and publication seldom profitable.

"As with news before our service was extended to his daily papers, the South American who knows anything at all of the United States thru reading about its people, work and ideals—knows it only thru European books. In the main these are works written by foreign visitors to the United States, seeing us thru French or other European spectacles. Thus there is a double distortion, and

for the Latin American investigator bent upon adapting our practical achievements in his own country, a distance certain to defeat his efforts.

"Very few American books are sold on the Southern continent because our publishers have not established outlets or connections. Each large city has its "English Bookstore," usually, but the stock in trade is chiefly British fiction, with some American "best sellers," and scarcely a five-foot shelf of solid works, either British or American. The most enterprising publishers are those in the United States issuing technical handbooks dealing with machinery, electricity, mining, chemistry, and like practical subjects. They seem to have worked out a scheme of distribution that lands their books where they are wanted, and other publishers in the United States and England ought to find out how they do it.

Suggested Bureau.

"Señor Cruz has a plan for breaking down the Chinese walls around different countries, and also the two continents. He suggests that the National Library in each country, including the United States, establish a bureau of Pan-American bibliographic information, cataloging its own data on economics, political organization, science, history, and literature, on a standard system. This information would then be exchanged by all the countries, and distributed to their universities, government departments, authors, editors, or whosoever might want it in his work.

"Special information would also be furnished to investigators of special subjects, so that a Chilean interested in American educational methods, or Central American music, or Brazilian livestock improvement, could be put in touch with the latest facts.

"The national libraries can also establish an international commerce in books, receiving volumes of general interest from publishers in other countries, placing them in bookstores, and collecting money when sold. The volumes would have to be sent on approval of course, and unsold books taken back by the publishers, but after a time experience would unquestionably show which books arouse interest in other countries, and the mere accessibility of the books would encourage their sale. From our standpoint there is every reason to make representative American books available on some such plan, because Latin

America has a new interest in us since the war, and thousands of her young people are learning English. In the American department of the Chilean Library there are forty to fifty readers daily consulting our books on educational, economic, technical and other subjects.

"An increasing number of books dealing with South America has been published lately in the United States. One work in particular, the novel 'El Supremo,' indicated an unsuspected desire of our reading public to know more about our Southern neighbors than we had learned from adventure stories like those of Richard Harding Davis. This novel dealt

with Paraguay in the days of the Dictator Francia. The period was one hundred years ago, and the author had never been in South America, but worked entirely from documents. His book contains many descriptions of South American people and their everyday life, and these seem to be most interesting to Americans, tho those people, and their life and manners have disappeared.

"Following this new reading interest, steps are being taken to publish translations of South American books in the United States—novels, and tales by authors in the different countries which depict their people and life at various periods."

Adventures of a Bookseller

By Ketch

"WILL you wait on me, please?" Mr. Ondeck turned from the shelves where he was assorting stock.

"Certainly."

"I am looking for a good book for a gift. Something really good."

"I see. Fiction, perhaps?"

"No-o. No, I think not. Fiction is so—oh—so *passing*, don't you think?"

"Some of it. But here," picking up a small volume that had just come from the press, "here is a thing that I think will last."

Miss Younglove looked at it dubiously.

"I never heard of this author before."

"No. He is a new writer."

"I hardly think that answers. You see this is to be a *gift*."

Mr. Ondeck looked shrewdly at her. She was young—probably still in High School.

"Ah!" said he. "A gift! Of course; then you want something of a permanent nature."

She smiled up at him.

"That is it! If I am to give hi— give a book, I want it to be a book that will not just be read and thrown aside."

"Of course not! Well. That alters the case. Had you thought of anything? had anything in mind?"

"No. Nothing particular. . . . Perhaps I'd better explain: You see I am giving this to a young man and I know he likes to read. But he doesn't like poetry."

"Oh."

"He reads good things tho."

"I should think then, that one of the classics in a good leather binding would please him."

"Perhaps. Show me something."

Mr. Ondeck got out several Dumas, Dickens and Scott and spread them before her, but a sudden thought struck her.

"Oh, I'm afraid these would not do. They have a large library, and I'm sure these are all in it."

So he got out more volumes and the process was duplicated, each volume eliminated for fear of duplication. So being a salesman he extended himself.

"Yes," said he, taking off his glasses and

assuming a comfortable pose, "Any of these books might be a duplicate of one in their library, in fact any book you buy might be a duplication; but of course we always allow the privilege of exchange."

She looked displeased with the suggestion, however, and sensing her wish that the gift she chose should be retained, he hurried on.

"But here is the point: A gift is different; one hates to exchange a gift. Matter of sentiment you know. Why I have several books in my collection that are duplicates, but I would not part with them for anything, *because they were given to me!* Now here is a beautiful volume of Emerson's "Essays"—always an acceptable book. It may duplicate, but then . . . ?"

She smiled again at him.

"I think I'll take it," said she. "What if they do have it in their library; he will"—she blushed delightfully—"He will want one of his own, don't you think?"

"Exactly."

"Have you a card that I can write on?"

Mr. Ondeck produced the card and stood by while she scribbled a message on it. Then she said,

"I want you to deliver this. Can you get it there to-day?"

"I think so."

"Send it to Henry Ateen at 10 Hampton Court; and thank you so much for your assistance."

Mr. Ondeck hurried toward the shipping room so as to get the book in the afternoon delivery, but as he went the card slipped out and fluttered to the floor. He saw it, however, and stooped to pick it up, and before he realized what he was doing—had read the short, sweet message it conveyed.

Happy Birthday.

Amo te.

That was all, but—

Ondeck felt guilty, like an eavesdropper who cannot escape, and all day the incident lingered in his mind, and a vivid picture of the class room romance took him back to his own happy school days. But he was not a sentimental

fellow, so he forgot it in time, until the sequel brought it back to him. Which it did by the appearance of Henry Ateen himself. He approached Mr. Ondeck one day, and said in a matter of fact tone:

"Do you exchange books?"

"Glad to," said Ondeck with a smile.

Mr. Ateen undid a parcel, and handed out a leather bound volume of Emerson's "Essays," and as he did so a card fluttered out of it

onto the floor. The youth quickly recovered it and slipped it into his pocket, but Mr. Ondeck had seen the inscription thereon.

"What would you like in place of this?" inquired Ondeck, and try as he would he could not keep a note of coldness from his voice.

"Why—ah—well, have you anything on wireless?"

Editions De Luxe

"AMERICAN and English publishers are showing themselves more and more inclined to follow a practice which has long been in vogue with their French colleagues—the issue of special limited editions of new works by living authors," says an editorial in the New York *Evening Post* of March 23. "George Moore, in particular, has adopted this method of publication in recent years, and by the sale of his books in advance to subscribers he has escaped from the uncertainties and exigencies of dependence upon the general public. Ill-disposed persons, unmoved by the subtle delights of the bibliophile, have insinuated that Mr. Moore has been actuated chiefly by the spirit of gain. Indeed, it is frequently asserted that these limited editions are nothing better than a sordid speculation, a trap baited with some promise of scandal or indecency. Yet, as readers of the charming *édition de luxe* of George Moore's 'Avowals' and 'The Brook Kerith' know, there is nothing in either which would justify the charge.

"In the Literary Supplement of the London *Times* Mr. Moore himself has been answering his detractors, and he has made a plea for these expensive limited editions which is well founded. He points out that only by means of such editions can the handicraft of good printing be preserved in this age of machine setting and mechanical book production. The speculative element in subscribing to *éditions de luxe* need not be decried. If these books increase in value it is because they are in themselves valuable as works of the printer's art. All that Mr.

Moore suggests is that no collector should subscribe to a limited edition unless it contains a guarantee that 'the book has been hand-set from board to board.' The hand-setter, otherwise, is doomed to disappear in the wake of the wood engraver and the potter. Already, he complains, it is difficult to get a new fount of hand-made type, for 'the craft of founding type is also being killed by automatic casting machinery.'

"As the results have shown in the case of his own works, Mr. Moore's method is practical as well as ideal. In the days of Morris and Ruskin, when the revival of handicrafts was so eloquently preached, the realization did not justify the anticipation. The famous Kelmscott Press was rather too conscientiously decorative, and the books could not be expected to appeal to the reader who wanted something more than a beautiful ornament in the library. The publication of new works by his contemporaries could never become an essential feature of Morris's press. The experiment, therefore, had little effect upon the general business of publishing. To-day, on the contrary, under pressure of high manufacturing costs, publishers are everywhere finding in the *édition de luxe* a way of escape. The delicate problem, however, still remains as to why subscribers for limited editions of George Moore and Joseph Conrad can more easily be found than for Bernard Shaw and H. G. Wells. The book collector is frequently accused of being quite indifferent to the contents of books. Yet it is the authors whose works are 'mere literature' rather than intellectual treatises who are collected."

English Book-Trade News

(From Our London Correspondent)

PARIS, it is reported, is to have a national library that will talk. The chief of the Sorbonne Library is securing gramophone records reproducing the voice of the great men of modern France, including Marshal Joffre, Marshal Foch and Marshal Petain. Famous politicians, men of letters, and others whose names have become household words will all be recorded.

Perkin Warbeck is a new publisher who starts his career with a new collection of books

entitled *The Florin Series*. Other forthcoming books from the new publisher will be "Mice and Other Poems," by Gerald Bullett, "Home Made Verses," by D. B. Haseler and R. H. D'Elboux, and "Laughing Gas," by Marguerite Few. Mr. Perkin Warbeck intends to issue novels and stories at a later date.

The famous house of W. H. Smith & Son of London has inaugurated the following series of lectures:

"The Modern Novel" by W. J. Locke.

"Character in Business" by Lord Haldane.

"Novelists of Today" by Sidney Dark.

"Poetry" by John Drinkwater.

"Bookselling from a Publisher's Point of View" by Sir Ernest Hodder Williams.

"Dickens" by B. W. Matz.

"Points in the Mutual Relations of Employers and Employed" by Lord Asquith.

These lectures are primarily for the staff of W. H. Smith & Sons, and those which have already been delivered have been extraordinarily successful.

There is hope, we are told by a writer in the London *Daily News*, of a book by Viscount Grey on natural history and country life subjects. His volume on dry-fly fishing, with its delicate knowledge and charm of atmosphere, is already almost a classic. His recent smaller one, of recreation papers, and a still more recent speech on habits in nature, have carried him nearer to the large work for which publishers plague him. Its inception, and, given that, its progress, depends greatly on his eyesight. The *littérateur* who thus writes, probably knows more about what is happening in literary London circles than anyone else. A while since he used to have a "Writers and Readers" column in the *Daily Chronicle*, but the vicissitudes of political life caused its cessation, but everyone is more than glad that the brilliant column is being continued in the famous *Daily News*.

Our writer goes on to say that there is a prospect of a good literary steeplechase in the autumn between Mrs. Asquith's second volume of autobiography and Mr. Winston Churchill's memoirs. Margot wants her further pages out then, and is getting them ready. Winston will not wish his book to rest in the shade a moment after he has finished with it. They have the same publisher, and he probably asks how two such spirited works will run together.

That very clever writer in *John O' London's Weekly*, who is a brilliant novelist, with an international reputation, but who signs himself under the name of "Elijah True" asked a London publisher why he bound all his novels in red. He looked at me for a moment, thinking, and then he said, "As you are not everybody, I'll tell you. Watch women, as I have purposely done, choosing novels at the libraries, and you'll find that they first look at red-bound ones. This is why I bind mine in red; it gives them the first chance with the woman reader, and if I get her you can have the man."

The *Bookseller* commenting upon last year's happenings in the British book world said on reviewing the season's output, it was generally said that, with some notable exceptions, there were fewer really good books than usual, and in the case of expensive illustrated gift books, again with exceptions, this was specially noticeable. Children's books, on the other hand, maintained a high standard of excellence. Spiritualistic literature was in good demand, but was somewhat difficult to handle, as sometimes one popular book seemed unable

to maintain its popularity against newcomers in the same field. The fact that children's books were so excellent suggests that the boy and girl are being more carefully catered for, and perhaps that may be the result of the far reaching efforts being made in America to put the right book in the child's hands. This movement cannot be too earnestly pursued.

In the social section of the *Daily Mail* we read that despite the obligations of Parliament and his duties as Colonial Secretary, Mr. Winston Churchill continues hard at work on his book upon the war, which may be published next year. It will consist of two volumes, the first ranging from 1911, when Germany tried to force France at Agadir, up to August, 1914, when the World War began. The second volume will be longer. It will begin with the outbreak of war and end with the signing of peace. Not only will Mr. Churchill give personal impressions of fighting on the front, but he will also cover the conflict ashore and afloat, and review the entire struggle in relation to the Empire's share in it and his own efforts. The book is to be published by Messrs. Butterworth in England, and by Messrs. Scribner in America.

Temple Thurston's new play "The Wandering Jew" has achieved an extraordinary success. It was put on in London early in September, and is still drawing crowded houses, and it looks as if it would do so for a long time to come. Matheson Lang reaches high water mark in his portrayal of the Jew. Some day the play will go to the provinces, but not while Londoners are rushing to see it in thousands. When it does, Matheson Lang will go with it. The play appeared in Holland (Amsterdam) the other day, with Louis de Vries in the title rôle. The audience gave the production an ovation. Sir Frank Benson is taking it to South Africa; while it will, in the near future, appear in Sweden. America will have the opportunity of seeing it this fall. Negotiations are in train for the appearance of the play in many other countries. The book form of the play in London has reached its third impression. The Putnams are the publishers, and they will issue it in America, at the same time that the play appears. Temple Thurston is now probably at the height of his career. "The Wandering Jew" has placed him in the front rank of living dramatists, he is easily one of the most successful novelists of the day, he writes delightful verse, and charming essays, while his films are to be seen everywhere. The cinematograph version of "The City of Beautiful Nonsense" is extraordinarily beautiful. His new novel is to be called "The Green Bough."

Here are the twelve most popular novelists in Australia: Ethel Dell, Rex Beach, Marie Corelli, Zane Grey, Florence Barclay, Hall Caine, R. W. Chambers, Peter Kyne, Ridgwell Cullum, W. J. Locke, Gene Stratton Porter, Mary Roberts Rinehart. It is most interesting to note that six are English and six are American authors.

McFee's Sea Library

FRANK SHAY in his collection of "Sailor Chanties" entitled "Iron Men and Wooden Ships" has made the following dedication:

"TO THREE KINDRED SOULS:
CHRISTOPHER MORLEY
LEWIS JACKSON
JOHN GOODWIN KIDD

WHO, THO NOT OF THE SEA, ARE OF THE STUFF
OF DEEPWATER SAILORS."

If this were the good old days of patrons, it would seem as if this little volume were to go out under extremely favorable auspices in spite of its slender size. On the back cover is printed "William McFee's Sea Library:"

"Tom Cringle's Log" by Michael Scott
"Two Years Before the Mast" by R. H. Dana
"Midshipman Easy" by Captain Marryat
"Captains Courageous" by Rudyard Kipling
"The Flying Cloud" by Morley Roberts
"Cruise of the Cachalot" by Frank T. Bullen
"Log of a Sea Waif" by Frank T. Bullen
"The Salving of a Derelict" by Maurice Drake

"The Grain Carriers" by Edward Noble
"Marooned" by Clark Russell
"Typhoon" by Joseph Conrad
"Toilers of the Sea" by Victor Hugo
"An Iceland Fisherman" by Pierre Loti
"The Sea Surgeon" by Gabrielle D' Annunzio
"The Sea Hawk" by Sabatini
"A good many of these," writes Mr. McFee, "need no comment. Attention is not drawn to the individual items, but to the balance of the whole. That is the test of the list. But there is good balance, a balance of power, and a balance of mere weight or prestige. It is proper we are after here.

"Only deep-water sailors would be able to take this suggested library to sea with them, because a sailor only reads at sea. When a landward breeze brings the odor of alien lands thru the open scuttle one closes the book, and if one is a normal and rational kind of chap and the quarantine regulations permit, goes ashore."

A Bookshop in Stratford

MANY Americans will be interested to know, says Shan Bullock, London correspondent of the Chicago *Evening Post*, that the great distributing firm, W. H. Smith & Son, are about to build a bookshop on the site in High street, Stratford-on-Avon, wherein Shakespeare's second daughter, Judith, who was twin sister of Harriet, lived with her husband, Thomas Quiney, in a house called "The Cage," at the corner of Bridge street. Quiney's lease of "The Cage" ran from 1616 to 1652. He himself was a vintner, a man of property and a town councilor. But trouble found him at last, and he died poor in London; but Judith died in Stratford, aged 77. Portions of the old house still exist, and these, so far as possible, will be preserved in the new building.

New Members

THE Membership Committee of the American Booksellers' Association, thru John G. Kidd, of Stewart & Kidd Company, Cincinnati, has been making a new canvass for members preliminary to the coming Convention, and many new names are reported as coming to hand. Among those received this month are: Range Office Supply Company, Virginia, Minn.; H. F. Wetter, c/o Huber Bros., Fon du Lac, Wis.; Charles R. Brockmann, c/o Brockmann's, Charlotte, N. C.; Ward Printing Company, Washington, Pa.; Mrs. E. J. Strong, c/o Strong's Bookstore, Albuquerque, New Mexico; American Baptist Publication Society, Boston.



AT 'LANTIC CITY

VISITING PUBLISHER—"HEARD ABOUT THE BIG FEATURE?"

VISITING BOOKSELLER—"NOPE, WHAT IS IT?"

THE V. P.—"THE REFRESHMENT COMMITTEE IS GOING TO FLOAT THE BOARDWALK OUT BEYOND THE THREE MILE LIMIT."

Printing Exhibition

PUBLISHERS and students generally of the printing arts will be interested in the National Printing Exhibition to be held in New York during the week of April 25th at the 12th Regiment Armory. Many of the improvements on machinery, which have been held secret, will have a public demonstration for the first time on opening night, and there will also be exhibited a new process, for which a big company has been formed, said to be so radical that it will revolutionize the lithographing business.

Inventive genius has given much attention to printing machinery during the past four years, and the result in the fine work, speed and convenience which has been achieved will be seen and studied by the visitors.

Good Book-Making

TWO interesting examples of appropriate and striking book binding come from Houghton Mifflin Company, "Hunting the Fox" by Willoughby De Broke, very appropriately bound with a bright red linen back and neat label, and with the title printed in red on the board side. The book itself is of English printing, but the binding has been done on this side. Also, "Cactus Center," a volume of poems by Arthur Chapman, bound in green buckram and a dull green side with a conventionalized cactus design in dark green that is particularly appropriate and well executed.

Putnam's have made an attractive book of their "Mirrors of Downing Street," the many portraits being well placed in relation to the text matter, so that the famous Englishmen catch the eye of anyone who picks up the volume.

Marshall Jones has added a second volume to its *Amherst Books*, a series that is being well managed, both as to typography and binding. There is a peculiar pleasure in these days in finding a book with a gilt top, so seldom are they seen. This second volume of the series is Professor Genung's "The Life Indeed."

Knopf has used one of his characteristic bindings very effectively in Conrad Aiken's "Punch, the Immortal Liar." A feature of many Knopf books which is appreciated by the readers and should be much welcomed by the author is the printing, opposite to the title page, of a list of the author's previous works, regardless of whether they are on the Knopf list or not.

A nature book in which the problem of placing illustrations and the printing in general has been exceptionally well worked out is "Plantation Game Trails" by Archibald Rutledge (Houghton Mifflin Co.). The half-tones, tho small, are extremely well printed on special insert paper.

A broad octavo of very pleasing appearance has been designed by Macmillan for the publishing of Agnes Laut's "The Fur Trade of America," and a red cloth binding with gilt back, characteristic of its dignified custom. The use of the lining paper as the place for the map has some disadvantages as bringing a small section into the crease, but at the same time the convenience of this offsets the disadvantage, as the map cannot become torn out or damaged and is always instantly turned to, no matter what part of the text is being read.

Alfred Fowler, of Kansas City, whose publications of book-plate material have placed the public so much in his debt, has just issued a slender volume of great beauty entitled "J. J. Lankes-Painter-Engraver on Wood" by Bolton Brown. The reproduction of the wood-cuts is

beautiful, indeed, and will give real pleasure to the lover of Bewick. The typography and binding are simple, in keeping with the character of the book, and the little tail-piece below the list of illustrations is one of the best of the wood-cuts.

A book catalog from the Dunster Bookshop in Cambridge deserves attention as a piece of printing, and the magic initials B. R. in the back explain why the format is so extremely pleasing. The catalog is a 16-page list of books from the library of John Williams White, printed at the press of William E. Rudge from layout by Bruce Rogers. The use of the dull red on the cover and for sub-headings has been most delicately worked out as only Rogers could. It seems a loss to the book-trade that there should not be more of his work in book form rather than in catalogs or commercial advertising, as a great printer must certainly be remembered longer by a book, no matter how simple, than by the best of Packard advertisements.

Bruce Rogers has also printed for Small, Maynard & Company a beautiful little volume in his best style, the work having been done at the Rudge Press in Yonkers. The book is called "The Journal of Madame Knight," a limited edition, containing a folded map of Southern New England, showing Madame Knight's trip, and bound in half cloth with a very attractive pattern.

Mr. Updike's genius in book planning is still following the fine series of "Scandinavian Classics," which is being published by the American-Scandinavian Foundation, the series now reaching the sixteenth volume. These books are a joy to the eye and a pleasure to handle, both in typography, binding and general effectiveness.

Huebsch has made a small octavo of "The Journal of Rosalind," a clean-cut piece of press-work, and with a half cloth binding, with the board side imprinted with the seven branch candlesticks.

A pair of handsome octavos that are attractive to handle and read are the two volumes made by Scribner of "The Life of Whitelaw Reid" by Royal Cortissoz. The type page is particularly attractive for biography, and the blue binding and gilt back are of suitable dignity.

A decidedly pleasant page of type is shown in "Father Allan's Island" by Amy Murray, published by Harcourt Brace & Company. There is much use of italics required in the book, and the font used has a decorative value that makes the page even more pleasant to the eye than would be a solid page of Roman. The volume has gone thru the presses with real care, and the impression of the type is of a true and even character.

A New Canadian Trade Paper

THE *Canadian Stationer and Book-Trade Journal* has been launched at Toronto by Findlay I. Weaver, who has been for ten years the editor of the Canadian *Bookseller and Stationer*, published by M. A. MacLean Publishing Company. Before entering into its editorial work, Mr. Weaver had had practical experience as a retail bookseller and stationer in Kitchener, Ontario, and therefore comes to the new field with good equipment. Mr. Weaver has been very active in general book-trade matters in Canada outside of his editorial work.

A Good Book Review

THE characteristics of a good book review were outlined by Henriette Weber in the *Chicago Journal of Commerce* of March 5, as follows:

A veteran newspaper editor was once approached as to his definition of a successful editorial. His recipe was simple: "First, have something to say and know what you are talking about. Second, say it as simply and directly as you can. Third, quit." That is almost as terse as Oliver Wendell Holmes' definition of a pink tea: "Giggle, gabble, gobble and git."

Now, while brevity is not the soul of a book review, saying it "as simply and directly as you can" is. You may put personality into your opinion of a book, in fact you should do so, if what you have to give is to be of any value, but you should convey your ideas to the reader by the short cut of a straight line. Digression and deviation distract without impressing. Holding to your point of view, until you have hammered it into the consciousness of your audience is what gets you somewhere. The impression you give of a book should mean something. Hiding your light under the bushel of fine but empty phrasing, filling your "space" by the silly subterfuge of producing a kind of movie scenario outline of the plot (if it be fiction), or treating a "heavier" work by the easy method of making an endless chain of the chapter heads with a word or two between by way of circumventing the missing link—all these tricks of the "easy" review turn the book review guilty of it, into hack work.

Leave something to your reader's imagination, stir his curiosity, excite his suspicion, if you must, but whatever you do, treat your reader as tho he had some intelligence. Sometimes he actually has more than the book reviewer!

Talking about a book, in your newspaper, is a privilege, not a job, and this medium between the potential buyer of books and the publisher may as easily be a magnet as a deterrent. After all there is much news in books and their authors, much that every harried man and woman will pause to glance thru, even in the usual scurried reading of the daily paper. And that is just as true of anything written about any of the arts, not only literature. But there must be a point of human contact, or your review falls into the limbo of dead things where abide the technical criticism that delights to expatiate on the F sharp in the third measure of a Bach prelude, or the faulty brush stroke in the lower left hand corner of the second painting in the third line of the fourth room in the new art exhibition.

Details are justifiable only when you watch your details. Saying it "simply and directly" is an art too little practiced. Wasn't it Mme. de Staël who wrote to a friend: "Pardon this long letter. I had no time to write a short one"?

Record of American Book Production, March 1921*

| CLASSIFICATION | By Origin | | | | | | Total |
|------------------------|-----------|--------------|--------------|------------------|----------------------|-----------------------------------|-------|
| | New books | New Editions | Publications | | | | |
| | | | Pamphlets | American Authors | American Manufacture | English and Other Foreign Authors | |
| Philosophy | 14 | 1 | 2 | 8 | 1 | 8 | 17 |
| Religion | 23 | 3 | 4 | 20 | 1 | 9 | 30 |
| Sociology | 39 | 5 | 14 | 35 | 2 | 21 | 58 |
| Law | 6 | 1 | 2 | 8 | 0 | 1 | 9 |
| Education | 11 | 2 | 5 | 15 | 0 | 3 | 18 |
| Philology | 17 | 2 | 5 | 12 | 3 | 9 | 24 |
| Science | 20 | 1 | 22 | 30 | 0 | 13 | 43 |
| Technical Books | 28 | 2 | 6 | 33 | 0 | 3 | 36 |
| Medicine | 8 | 8 | 4 | 13 | 1 | 6 | 20 |
| Agriculture | 5 | 2 | 1 | 6 | 0 | 2 | 8 |
| Domestic Economy ... | 1 | 2 | 0 | 3 | 0 | 0 | 3 |
| Business | 15 | 7 | 3 | 22 | 0 | 3 | 25 |
| Fine Arts | 9 | 3 | 0 | 8 | 0 | 4 | 12 |
| Music | 6 | 0 | 1 | 4 | 0 | 3 | 7 |
| Games | 7 | 2 | 0 | 6 | 0 | 3 | 9 |
| General Literature.... | 24 | 2 | 2 | 14 | 2 | 12 | 28 |
| Poetry, Drama | 34 | 6 | 3 | 30 | 1 | 12 | 43 |
| Fiction | 79 | 8 | 0 | 60 | 19 | 8 | 87 |
| Juvenile | 40 | 4 | 8 | 35 | 17 | 0 | 52 |
| History | 37 | 2 | 16 | 36 | 1 | 18 | 55 |
| Geography, Travel.... | 19 | 5 | 4 | 19 | 0 | 9 | 28 |
| Biography | 20 | 0 | 5 | 14 | 2 | 9 | 25 |
| General Works | 3 | 0 | 0 | 0 | 0 | 3 | 3 |
| | 465 | 68 | 107 | 431 | 50 | 159 | 640 |

* In March, 1920, 427 new books, 78 new editions and 188 pamphlets, a total of 693, were recorded.

Religious Book Week and After

THE efforts of the Committee interested in furthering the sale of religious books led to a remarkable amount of book publicity which could hardly have helped to stimulate the interest in religious books and religious reading in all parts of the country; and the Committee, having reviewed the results, has decided to take up the effort again next fall and plan for further study on the problem of religious books and their distribution.

Much of the publicity, of course, was in the channels not usually watched by the book-trade in general, but the general magazines as well as the special religious press did give the subject unusual attention. The *Literary Digest* reproduced a poster and gave an account of the effort; as did the *Independent*; and the *New York Times* in its Book Supplement, the *New York Herald* in its Sunday Book Section, and many other leading papers gave prominent attention to the idea. Special Religious Book Week numbers containing an extraordinary amount of interesting and stimulating material appeared in such papers as the *Baptist*, March 5th; the *Intelligencer*, March 2nd; *Christian Register*, March 19th; *Lutheran Christian Herald*, March 8th; *Sunday School Times*, February 26th; and in the *Continent*, the *Watchword*, the *Central Christian Advocate*, *Presbyterian of the South*, *New Era Magazine*, etc. Over a score of special articles were contributed for use for the central headquarters by well known writers.

The large religious organizations took an unusual interest in the effort, and over 30,000 clergymen were circularized directly by letters from denominational headquarters, 17,000

on the Methodist mailing list, 6,000 on the Presbyterian, 8,000 on the Baptist. Many of the stores also circularized the churches, and women's clubs and public libraries in numerous states took up the matter.

One bookstore in the west reported that Religious Book Week and his emphasis on a Bible sale the following week really put his store on the map in the town. One of the strictly religious bookstores reported that the first days of Religious Book Week were like Christmas shopping days. One large department store which printed a small selected list in the local papers found that it brought an unusual response.

The Committee in charge were Frederic G. Melcher, Chairman, representing the National Association of Book Publishers; S. Edgar Briggs, of Fleming H. Revell Company; F. M. Braselman, of the Presbyterian Board of Publication; William Thomson, of Thomas Nelson Sons; H. B. Hunting, of the Religious Bookshop of the Associated Press; and Marion Humble, executive in charge. Twenty publishers of religious books contributed to cover a budget of \$1940, the largest item of expenditure being for posters, of which 10,000 were distributed. Fliers supplemented this, and 3500 circulars of suggestions for display and reaching the community were sent out to booksellers.

The Committee ask that any bookseller who has had any special experience with this week or any newspaper clippings showing advertising or publicity send it to headquarters at 334 Fifth Avenue for study and for future benefit.

Books In Baby Week

THERE might be considerable good work done by the bookstores in connecting their merchandise with the now nationally observed Baby Week of the spring. There are no more steadily selling books in the average store than books about babies and their care, and none that can be sold with greater satisfaction. Baby Week is not observed on the same dates, but is usually celebrated in the first week in May or the last in April.

The tendency in this direction has been developing for about five years, and the first call for its observance was sent out by the Children's Bureau in the Department of Labor. The General Federation of Women's Clubs was co-operating with them. In 1916 out of fifty cities of 100,000 population only three failed to plan celebrations. Some states so fully developed the propaganda that there was scarcely a town that did not have its Baby Week. Booksellers who are in department stores will find it easy to connect their titles up with the displays in other departments, and those who run bookshops can find the dates at which the Baby Week is to be observed.

Is the Public Holding Back?

IN one of the signed editorials which are such a well-known feature of the Wanamaker advertising Mr. Wanamaker writes, in the newspapers of March 4th, on "An Avalanche of New Books":

"Books are still dear and cannot be otherwise until there is more pulp to make paper and its costs can be lowered; but the publishers and binders might meet the desire of the public, which has for three years accepted their high rates, but is now holding back, expecting reductions."

This report of retarded sales differs somewhat from the figures received from some of the other centers. Mrs. Hahner of Marshall Field & Co. and Mr. Henry of Carson, Pirie & Scott, Chicago, report January and February ahead of last year and a report from Mrs. Morris of J. L. Hudson Co., Cleveland, gives the same statement.

No complete canvass of department store conditions is available but there is quite apparently a confident feeling as to 1921 prospects in most sections.

First Editions

THE present increasing attention that is being given to the collection of first editions of living writers is commented on by the *New York Times'* London correspondent. A number of London booksellers are specializing on these books, and the demand is running very largely to the collecting of the poets. Rupert Brooke's "Poems," published only ten years ago, is now selling for six guineas, and the first edition of "The Everlasting Mercy" is offered at three pounds fifteen shillings. Masfield's "Salt Water Ballads" has appeared in New York priced at fifty dollars. Curiously enough, Bernard Shaw has not gained from his interest as much as other writers.

That these editions are already suffering from the introduction of forged title pages is commented on by the correspondent. Joseph Conrad's "Chance," first issued in 1913, has appeared in the book market with a fraudulent title page. It is an unusual thing that a book of so recent a date should thus become the victim of this type of fraud.

Doubleday, Page says: "Tamperers with rare editions seem to feel a peculiar attraction for Conrad's 'firsts.' Close upon the discovery that there were two 'first' editions of 'Chance,' a real and a faked one, Mr. Wise, Conrad's bibliographer, has found that 'A Set of Six' has also been tampered with by some unscrupulous person. There is an issue in which the double leaf carrying the half-title and title page is bogus. The double leaf is pasted upon the stub remaining after the original had been cut away and can be detected by the difference of ink and paper, the latter being perceptibly thinner and harder than the companion sheets.

Bookstore Criticism

THE real experiences of a book buyer in endeavoring to get his needs fulfilled at the average bookstore is a kind of report that booksellers are always interested to get, and one of the interesting addresses at the recent meeting of the New York Booksellers' League brought forward just that type of comment from Charles Lewis Hind, an Englishman now living in this country, and well-known as an author and lecturer. Mr. Hind mentioned the following recent experiences:

He endeavored to buy books that he needed in December and found stocks and clerks in such pandemonium that no one seemed to be able to concentrate on his problem long enough to answer a reasonable question. Another time he went into a store in what proved to be a Valentine season and found everybody so busy selling Valentines that the book department went by the board. In another case he asked a clerk on the retail floor of a publishing house about a certain book of theirs, and the clerk failed entirely to recognize a title in their own catalog. In

a Quebec bookstore he asked a clerk for Howell's "A Chance Acquaintance," the famous novel whose scenes are laid in Quebec, but the clerk had never heard of it.

These, he pointed out as some of the discouragements to a book buyer. On the other hand, he pointed to the type of bookselling that he believed was increasing the sale of books, the store where books were sold with enthusiasm, the store where the buyer had a personal contact with someone who recognized him and gradually had a better idea of his special needs and interests. He believed also in the present tendency toward the small bookshop, as it gave a feeling of intimacy and bookishness that appealed to a wide range of book lovers.

Graphomania

IN a communication to the French Academy M. Bergson describes graphomania as a disease which manifests itself by an inordinate desire to write and to attach exaggerated importance to that which one writes.

"The graphomaniac," he says, "is a man who is a prey to the irresistible need of writing. It is an impulse, obsession, passion—it matters little the word we use to describe it. It is the fixity of the desire to which during the time of the affection almost excludes all other endeavor.

"In the literary form of this disease the subject copies and reproduces every thought which comes to him. Probably he once produced original work, but when he gets this disease he cannot produce original work, yet nevertheless continues to write and write. The worse his writings get the greater grows his opinion of his writings. He becomes convinced that humanity demands the publication of his works. His dream is to fix upon himself the attention of the public. His happiness is to read his name everywhere. He undertakes to persuade critics to think well of him when they cannot.

"The disease may take other forms, as, for instance, the desire to write one's name. The subject writes his name everywhere he can put it, on books, trees, walls, benches, everywhere. There is also epistolary graphomania, when the subject has an irresistible passion to write letters, sending them to persons he scarcely knows, and even writing to himself."

Lectures in the Bookshop

THE Book and Art Store of E. Weyhe, New York recently has been giving a course of lectures with open discussion on art subjects, arranged by the Société Anonyme. The shop is an informal and attractive place with small tho interesting exhibits and a good collection of art books, both old and new. Such little galleries become interesting centers for congenial people, and the books find a happy background in the exhibits.

In The Field of Retail Advertising

WHAT DO YOU GET OUT OF BOOKS?

Your own experience, large as it may be, must necessarily be limited. Literature will broaden it. Your impressions are so many and varied that it is often difficult to examine them clearly. Literature will clarify your impressions.

Books render two distinct services. They enlarge your experience and make its meaning clear.

Books that will help you interpret life will be found on our shelves as soon as they are on sale.

Shall we send you our free Monthly Book Bulletin? It gives the titles and brief outlines of the best books of the month.

Buy a Book a Week

**YOU'LL *feel* THE WELCOME IN OUR STORE
THE BURROWS BROTHERS CO.**

633-637 EUCLID AVENUE

Advertising Children's Books

How the Children Would Like to Have It Done

IN the discussion of the advertising and promotion of books for children there has been an obvious omission in forgetting to ask the children themselves for comments on this subject. Mr. Elmer C. Adams of the Chip-pewa Book and Stationery Company, Chip-pewa Falls, has recently endeavored to get the children's point of view on this subject.

He offered to a teacher of English six books suitable for both boys and girls which would be used as prizes for those who would write the best essay on "Advertising of Books." Every pupil in the South Side School entered into the contest, and Miss Marie C. Cuddy, the teacher who arranged the event, has sent in a summary of the opinions, which are as follows:

Ideas on Selling Children's Books

1. Know your stock. Know what books appeal to children of various ages. Be ready to suggest books for a child of any age or type.
2. Use trading stamps.
3. Raffle.
4. Have books on shelf. On Saturday one of these books will be the "lucky book." If a child purchases he may ask for any book. Should the one he calls for be the "lucky" one, he will get it free.

5. In July give gifts of firecrackers with sales of a certain amount.

6. In June feature books for outings—Boy Scouts, Campfire Girls, First Aids, etc.

7. Have a grab bag.

8. Story hour. Let some teacher or high school girl tell stories—small children at one hour. Only enough of a good story will be told to make it sell that book.

9. In April feature bird, flower and garden books (Use Victrolas here, too.)

10. Auction fiction books.

11. Have a Victrola and play Riley and other records. Feature books by these people. Use posters. By consulting teachers about plans in school work, it would help to push sale on certain authors.

12. Reading table. Arrange books and let children read. One half hour limit. Interest would be aroused and books sold. If books from "sets" were used, it would make better advertising.

13. Select a very interesting part of a story, and use it on advertising material to arouse interest.

14. Use punch board and give books as prizes.

15. Person buying largest number of books in given month gets one free.

16. Lowest cash sale day.

17. Fish pond—cardboard box with fishes numbered. Cast a line and hook a fish. The "lucky" number wins a book. Charge five cents a cast.

18. In November push all books on outdoor winter sports.

19. Loan books to teachers and have part of a story read to pupils. This would create interest. Use "sets" for this, as "Little Colonel" and many books would be sold from the reading of one.

20. Arrange with Parent-Teacher Clubs to have talks on "Children's Books." Get the parents interested in the right books for pupils.

21. Post the list of the Wisconsin Reading Circle and push books on this list.

22. Use attractive posters to call attention to books—as "Peter Rabbit," "Little Orphan Annie." The posters could be made in the schools.

23. Get co-operation of movies. When an adaptation of a book is to be shown, push sale of that book, as "Tarzan of the Apes"—this would help sell all *Tarzan* books.

It seems quite evident that children like to have something happen in the store. The fact that the bookshop is merely a place for book-stock does not appeal to them. Something ought to be happening, some event to catch the fancy of the young people.

A bookseller would probably decide that there were a number of these suggestions that would not quite be in keeping with his usual business methods of selling and might not bring sufficient total results to justify the effort, such suggestions as a fish pond or a raffle or a grab bag, yet in the twenty-three suggestions there are a number of ideas that are sound both from the dealer's point of view and from the youngster's interest, and such a consensus of opinion is well worth the consideration of the bookseller who realizes the importance of this department, and a similar contest might bring attention to his store.

Britannica Sales

IN connection with the publicity on the three supplemental volumes of the Cambridge edition of the Encyclopedia Britannica the publishers make many interesting statements with regard to the sales that have been achieved on the eleventh edition. It is stated that 75,000 sets of the Cambridge edition were sold in this country, and 125,000 of the photographic reprints in handy form were sold thru the Sears, Roebuck & Company, who now own the plates and copyrights on both editions. These totals translated into money give some indication of the tremendous bookselling organization that was needed to give success to so large an undertaking. The publishers also state that over 700 editors have supplied articles for the new volumes, of whom 137 are American.

"Penny for Your Thoughts"

Of course, that's only a facetious colloquialism.

But suppose you did make an inventory of your mind's contents — and you were allowed one penny per thought.

How do you stand — pauper or millionaire ?

Ten to one, if you could make a respectable cerebral income-tax report, you read good books.

Just consider how many worth-while thoughts you can accumulate from one good book.

And when you consider that, as the sage remarked, "Wisdom is better than rubies" —

"Buy a Book a Week" is almost superfluous advice, isn't it ?

Chicago Daily News

Illinois Booksellers Meet

THE Executive Committee of the Illinois Stationers' and Booksellers' Association has made plans for the Sixth Annual Convention to be held in Rock Island the first week in May. The Committee consists of E. O. Vaile, Jr., President, of the Vaile Company, Rock Island; Fred Greenwood, Vice-President, of Woodworth's Bookstores, Chicago; G. A. Rathgeber, Secretary-treasurer, of Rathgeber Brothers, Murphysboro; Albert Varley of the High School Store, Chicago; and W. R. Essicks, of Haines & Essicks, Decatur, Ill. Business sessions will be held morning and afternoon of Tuesday and Wednesday, May 3rd and 4th; a banquet Wednesday evening; and Thursday morning, the 5th, will be reserved for seeing the three cities of Rock Island and Moline, Ill.; and Davenport, Iowa; and the Rock Island Arsenal as the guests of the local dealers. All the stationers and booksellers of Iowa are to be invited to attend the convention. This plan should also attract many department store managers, druggists and gift shop dealers. There is promise of something valuable for every dealer in anyway connected with the selling of stationery and books, whether in the very small cities or in the larger centers.

The registration fee is five dollars and will cover all the expense of the convention. The co-operation of the officers of the National Association of Stationers and Manufacturers, American Booksellers' Association, Greeting Card Association, and National Association of Book Publishers has been invited that the sessions may be closely correlated to the work being undertaken by these national organizations. Every stationer in Illinois and Iowa is invited and urged to attend this convention. Manufacturers' representatives who wish to have their lines on display will be requested not to open their displays until Thursday noon so as not to conflict with the business sessions.

Custom House Decision on Books in Two Languages

AN interesting case has just been brought up before the General Appraisers of New York with regard to a proper entry for custom duty on books printed in two languages. P. H. Petry protested against the levying of a duty of 15% on certain foreign language books, "French for the Traveler," etc. on the ground, first, that they were textbooks, and, second, that they were books in foreign language.

The first claim was dismissed on the grounds of previous decisions that decided that a textbook does not mean all books that can be used as texts, but books that are peculiarly and specially planned for school purposes.

On the second issue it was ruled that three of the five books exhibited could come in duty free because there was more of the foreign language printed in them than the English, and the Russian-English and Spanish-English

volumes were dutiable at 15% because they contained less of the foreign language than of the English printed matter.

This would usually mean that a book printed with each language on an opposite page would have its classification settled by the introductory matter which would throw the balance of printing to either one side or the other.

Packages To Austria

ACTING in behalf of the Vienna office, senders of parcel-post packages are hereby requested to consider the marking of packages for Austria, with the notation "if undeliverable, delivery to the poor," or with some similar notation to indicate the wishes of the sender, in case the return of the undelivered package is not desired.

Packages which are returned from Austria, as undeliverable, are subject to the payment of charges, made up of a sum equal to that originally paid for postage and the sum due for "a return transit charge," imposed by the Austrian postal administration, varying from 40 to 55 cents, for each package, according to its weight.

Supports Copyright Revision

THE movement toward a revision of our Copyright Law and the elimination from the American statutes of the manufacturing clause has received the support of the Actors' Equity Association, who add their influence to the work of the Authors' League in asking the American Federation of Labor to withdraw its objections to such legislation. Many of the Union men have turned very strongly toward an approval of this change, and some members have expressed their wish to be governed by the action of the Equity Association on this matter.

Unharvested Fields of Romance

IN an article on "Unharvested Fields of Romance" in the March 19th *Independent*, Preston Slosson says: "By this time there is probably no country too distant in place and no age too distant in time to have been honored by an occasional historical novel. But for all that the general current of popular fiction tends to seek well-worn channels. This is probably because the novelist is in a hurry and finds it more convenient to use a ready-made pattern than to think out an original one. . . ."

"Science has many uses, and not the least of them is supplying wings to the creative imagination. But of what avail are the wings if the author does not try them on? Anyone who knows how to write a good story and can understand a scientific paper has only himself to blame if he is ever at a loss for a plot. It is solely due to the laziness or ignorance of romancers that most novels have nothing 'novel' about them but the name."

An Uncorrected Galley

HOW TO SELL 'EM

Canvasser: May I have a few moments of your time?

Prospect: Yes, if you will be brief. What can I do for you; I'm a man of few words.

Canvasser: Just the man I'm looking for. My speciality is dictionaries.

YO! HO! AND A BOTTLE OF RUM!

In Brinsley MacNamara's latest novel, "In Clay and in Bronze" (Brentano), Martin Duignan's father has two vices. He periodically gets drunk and when in his cups he always indulges in an orgy of book buying. If all readers were like that the publishers would do well to change their well known slogan to "Buy a bottle a week."

Edward Anthony in New York *Herald*.

MENCKEN'S BOOK OF MARTYRS

"Our readers may be interested in hearing that we have begun upon our life work, a supreme opus, with excerpts and footnotes," writes Keith Preston in the *Chicago Daily News*. "The work will be entitled as follows: MENCKEN'S BOOK OF MARTYRS, OR WHAT TO

DO TO WIN A BALTIMORE AUREOLE.

"The work will begin with Dreiser worship, Cabell cultus, the censor, and how he put the martyr's crown on both. Other martyrs will be added as they are made and officially recognized by Mr. Mencken at Baltimore."

A CELEBRATION OF MODERN TIMES

We enter now a complicated phase, Hard to hit off in any single phrase. I want a word connoting evolution; Sound reform, industrial revolution; A higher birthrate and a lower rent; New Worlds for Old; Research Magnificent. Such words are hard to find, yet there is one—I almost blush to use it—WELLSIAN.

—From "Wells' Springs of History" in *The Literary Review*.

A RUSSIAN HYMN OF HATE

Antipathy against printing and everything else connected with it seems to be engrained in the Russian official mind—whether in Tzar Nicholas' or Tzar Lenin's day. A good story illustrative of this went the rounds in Warsaw some few years ago. A high official at Vilna, who had much to do with the press, and had the native dislike of it, was asked by a subordinate, who was going abroad on leave of absence, whether he could execute any commissions for his chief. Yes—if he was passing thru Frankfurt. The reply being in the affirmative, the chief made an expressive grimace of hatred. "Then," quoth he, "pray be so kind as to look up there the monument to Gutenberg and split* in his face!"

*This is what Mr. T. says!—[Ed.]
The Publishers' Circular.

War Books Still in Demand

THE following editorial recently appeared in the *New York Times*.

"Further discussion seems to be deserved by the often-heard statements to the effect that people are tired of reading about the war and that the author with a manuscript on that subject, whether history or fiction, will be told by every publisher to whom he offers it that there is no longer a demand, and therefore no longer a market, for literary wares of that kind.

"As already suggested in this column, the assumption that a general war weariness exists among readers is a false one. The reception which not a few recent war books have received from the buying public shows that this is not true, and the impression that it is comes in great part as the result of a disguised propaganda directed against the publishers by those whose interest it is that talk about the war should cease. All pacifists, all Germans and pro-Germans, and all foes of one or more of the nations that conquered Germany are they who really are tired of war books and war stories in the magazines, for all such books and stories are arraignments of these folk, and by them, with good reason, are disliked.

"But there is something more to the situation than this, and there has been a real change in the reading public's demand. While the war was on, so eager was the desire to hear about it, especially in detail from active participants, that all they wrote had a ready sale and prompt publication. The result was that much of what appeared in print was of poor literary quality—the crudely written narratives of men who had seen or done much, but were unable to tell well what they had seen and done. At present only the work of really able writers is wanted, but that work is wanted just as much as ever.

"Evidently some publishers and editors do not like to say that when war manuscripts are offered, especially by ex-soldiers, and what they do say, when the literary merit lacks, is that readers are tired of war. Doing this is a mistaken kindness—an evasion of plain duty, sparing one set of feelings only more grievously to hurt another."

Mail for Shanghai

IT is reported that there is no city directory issued in Shanghai, China, and that the Chinese employed as clerks and carriers in the United States Postal Agency can not be required to remember names of individuals, firms, or corporations, and in consequence pieces of mail matter not bearing local street or other addresses, received from the United States, become undeliverable as a general rule.

Senders of mail to Shanghai should be requested to address all mail fully, intended for delivery thru the United States agency at that place, and thus aid native carriers to make proper delivery.

New Edition of "Bookshelf for Boys and Girls" Under Way

NINETY thousand copies of the second edition of the *Bookshelf for Boys and Girls* were used. Booksellers and librarians ordered the list in quantities varying all the way from one copy for ordering stock and reference use to ten thousand copies for distribution from one store. *Good Housekeeping* in December, 1920, printed an article on "The Joy of the Story" by Montrose J. Moses, offering to send a selected booklist to readers who would apply. The *Bookshelf for Boys and Girls* was the list used by the magazine, checked by Mr. Moses, to send to definite requests from interested readers.

The list has been found invaluable in connection with Children's Book Week. Parents and teachers know that they can trust the list because of its high standard of selection. The bookseller's needs are very carefully considered in the making of each edition. Children's Book Week will be held this year November 14-20. Plans now under way include a more thoro enlistment of the women's clubs, and a direct appeal to the schools, which have not been reached adequately by the Week in former years.

One bookseller wrote last year: "We found the *Book Shelf for Boys and Girls* of great value when used in conjunction with our invitation to parents and the kiddies to attend our display, reading hours, and juvenile plays during Children's Week. We consider it the very best medium for direct advertising available." One state superintendent of schools wrote for copies of the list, "to put into the hands of teachers who are to determine our reading matter for the coming year."

The third edition of the *Bookshelf* will be in the hands of the editors whose work and names made the list so successful in 1921: Clara W. Hunt, superintendent of the Children's department, Brooklyn Public Library; Ruth G. Hopkins, children's librarian, Bridgeport Public Library; Franklin K. Mathews, chief librarian, Boy Scouts of America. The list will be even more attractive in appearance than former editions. Maurice Day is at work on a cover design. A score of booksellers have been asked to check the titles on the list that they probably will not re-order, so that the list may be made as practical as possible.

Books Never on the Shelves

BOOKLISTS from varying points of view always get good attention in the public press, and the Syracuse *Post-Standard* carries editorial entitled "Books Never on the Shelves." This editorial is based on a report from Paul M. Paine, the librarian of Syracuse, stating that on the list of a dozen books which he had submitted there are always reservations filed a month ahead at the library.

Such a list very naturally serves as an

impetus to the bookseller, as it points out that on the books most discussed the public library cannot begin to fill the whole city's demands within the compass of any likely appropriation.

Ten of the sixteen books listed are non-fiction. One of the volumes of fiction has been out over a year. One of the non-fiction books is published by its author, and two are books on self-improvement that have been largely promoted by magazine page space. The list is as follows:

- A. J. Beveridge—"Life of John Marshall."
- "The Americanization of Edward Bok."
- Philip Gibbs—"Now It Can Be Told."
- Margot Asquith's Autobiography.
- H. G. Wells—"Outline of History."
- Sinclair Lewis—"Main Street."
- Edith Wharton—"The Age of Innocence."
- Alexander Black—"The Great Desire."
- Rose Macaulay—"Potterism."
- The "Tarzan" stories.
- Ethel M. Dell—"Top of the World."
- Frank Channing Haddock—"Power of Will."
- Blackford—"Analyzing Character."
- Upton Sinclair—"The Brass Check."
- Frederick O'Brien—"White Shadows in the South Seas."
- Harry A. Franck—"Roaming Through the West Indies."

Germany Solicits Printing

AMERICAN publishers have recently received circular letters from a Berlin printer and book-maker, which are of interest as showing that Germany considers that costs are now on such a footing that she can favorably solicit business, even as far away as New York. To quote the letter:

"We are able to print books for you at a moderate price, the costs for printing and binding, as well as for paper, being, as you know, comparatively low in Germany. Being ourselves publishers, we may find out the best and, for your purpose, the most advantageous printers, book-binders, etc. We can also get the allowance of export.

"If you are interested in having your books printed here, please send samples of your publications and give information about the necessary details, that we may make our calculations and tell you our terms."

Canadian Book-trade Organization

PRELIMINARY meeting looking toward organization was held in Toronto March 22 by a group of Canadian retail booksellers. Many dealers from out of town attended the Convention, and others have written promising support. On March 25, the Booksellers' and Stationers' Association of Canada was organized in Toronto. The following officers were elected: President, C. L. Nelles, Guelph; First Vice-president, A. H. Jarvis, Ottawa; Secretary-Treasurer, F. I. Weaver, Toronto. A member of the Executive Committee for each province will be elected later, the elections being carried on by mail. These officers will hold office until the general convention in Toronto in August, at the time of the Canadian Industrial Exposition.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

MANY of the American book-shops have made poetry a special subject for their clientele, but Mrs. Terence B. Holliday, of the Holliday Book-shop, 10 West Forty-seventh Street, presents to the public the work of the Irish poet, William Butler Yeats, in an especially attractive form. These poems, mostly the shorter ones, are printed on decorated cardboard, and hand-colored by Jack B. Yeats, a brother of the poet. Beside the text, there are often scenes of Ireland depicted in delicate coloring, with Irish folk in quaint costumes. These cards make a decided addition to the collection of wall cards. The Hollidays import them from the Cuala Press, Dundrum Co., Dublin, Ireland.

The regular meeting of the Women's National Book Association will be held on Thursday evening, April 21, at the Children's Bookshop, 5 West Forty-seventh Street. This promises to be an exceptionally interesting meeting. One of the speakers will talk on the important subject, "How a Woman Can Finance Her Own Business." This speaker, Mrs. Estelle Guillenont, of the Woman's Security Corporation, will undoubtedly throw light on the subject which has kept many women from opening their own book-shops, who have, either thru fear or from the lack of proper knowledge regarding financial procedure, not dared to turn their book knowledge to their own advantage and embark on the open seas of bookselling. There will be other speakers on the program, and their names will be announced later. The members of the Association will dine, as usual, at the Dew Drop Inn, which is at 7 West Forty-seventh Street, at 6 P. M.

At the Little Book Store, 51 East Sixtieth Street, the owners, Mesdames Klots, Sachs and Robbins, Jr., are aiming to sell "good judgment" along with their books. Realizing that the class of people they desire to reach wish to buy books on which they may depend, both for entertainment and instruction, these women have selected their stock with the utmost care, not making selections from the lists of "best sellers" of today, but rather from those of yesterday which were popular from five to twenty-five years back, and which have stood the acid test of time and are still on the active lists of the publishers. They apply this method to all classes of literature, but to children's books in particular. This does not mean that they are running an antiquarian bookshop, for the newest titles which the publishers offer just off their presses are to be found. Books of the romantic type have made up a large part of their stock and volumes of modern poetry, and fiction for youngsters from fourteen to eighteen years, that difficult age

which has been the despair of most booksellers, have received particular notice. The selections are made up of books other than those loathsome "sweet" stories, with which young people have been bombarded within the last few years. Mrs. Sachs was at one time connected with the *New York Times Book Review*.

Women in all branches of literary work are rallying to the colors of the Women's National Book Association. Editors, librarians, bookbinders, publishers, in fact almost every part of the literary profession is represented. A new member, Miss Laura Wilck, a broker in manuscripts, of 31 Broadway, New York, brings into the Association another phase of literary work.

All those who look forward to attending the convention of the American Booksellers' Association, which is to be held at Atlantic City, are particularly interested in the costume dance on the evening of May 10th. There have been lively discussions going on as to who will be who out of the story books that night, and gossip has it that among those attending will be Mrs. Maggie Jiggs, from "Bringing Up Father," and Mary Queen of Scots, from John Drinkwater's "Mary Stuart," together with a miscellaneous collection of "Mysterious Riders."

An interesting effort in constructive selling has been developed by Dorothy E. Collins, director of the Beacon Press Bookshop in Boston. The Unitarian Church, of which that Press is the publishing office, has been giving enlarged attention to the men's church organizations and has been establishing many chapters of what is called "the Layman's League" in various churches. The Bookshop has prepared an interesting four-page leaflet in an effort to sell group libraries to those clubs.

The front cover of the catalog gives a picture of a club room with the men seated for an informal hour of good fellowship. On the mantelpiece is a row of books. In the catalog are lists of group libraries. A "One Foot Bookshelf," containing ten books, is offered for fifteen dollars, carriage free. A second and third selection of similar extent are priced at the same figure, so that a club can invest at the start in either ten, twenty, or thirty volumes. A still larger selection is priced at twenty-five dollars. These lists do not include merely denominational volumes, but a broad selection of religious literature from various publishers. A blank for ordering is attached.

Among the Publishers

A Week's Gleanings of Book-trade News

DORAN announces a new novel by Hugh Walpole, "The Thirteen Travelers."

"POTTERISM," Rose Macaulay's novel (Boni and Liveright) is being considered for stage production in September.

MANY EAGER readers will rejoice to hear that there are to be "More Limehouse Nights," by Thomas Burke this spring. Doran is the publisher.

ON APRIL FIRST, Louis Untermeyer left for a two weeks' trip to Chicago and points adjacent lecturing on "Counter-Revolution in American Poetry."

WILFRED LAY is one of the most readable of the scientific writers on psychoanalysis. His fourth volume, "Man's Unconscious Spirit," has just been published by Dodd, Mead.

"ROBIN HOOD and His Merry Men," in Jacobs' *Washington Square Classics*, is a retelling in quaint language by Sara Hawks Sterling of the Robin Hood old ballads and legends. There are eight illustrations in color by Rowland Wheelwright.

AN ELEMENTARY treatise on "The Slide Rule" for those youthful statisticians who are confronted simultaneously by a slide rule and panic has been prepared by M. E. Clark, and is published by McKay by arrangement with the Technical Supply Co., Scranton, Pa.

IN "ALLENBY'S FINAL TRIUMPH," W. T. Massey, the official correspondent of the London newspapers with the Egyptian Expeditionary Force, upholds the thesis that the capture of Jerusalem was not an easy victory but the conclusion of a great and strategic campaign which contributed materially to the Allies' final triumph. It is published by Dutton.

"THE TRUE STORY OF EMPRESS EUGENIE" by the Count de Soissons has just been published by John Lane. This is the third biography of the empress to appear. If other phenomena follow the rule of the princesses in the story book, for the youngest was always the best, this is a book worth having.

RECENT ADDITIONS to Grosset & Dunlap's *Popular Copyrights* include "The Last of the Mohicans," illustrated from the motion picture of the story, "The Pit" and "The Octopus" by Frank Norris, "Simple Souls" by John Hastings Turner, "Greatheart" by Ethel M. Dell, "The Scarlet Pimpernel" by the Baroness Orczy, "The Mistress of Shenstone" by Florence Barclay.

MRS. GENE STRATTON PORTER is at work on her new book, a novel of the outdoors with its setting in California.

LYMAN ABBOT'S new book, "What Christianity Means To Me" was published March 29, by the Macmillan Co.

"DOLLY: THE DIPLOMAT" is the first novel of Mrs. Larz Anderson, (Page) who has heretofore confined her talents to writing of presidents and diplomats and foreign lands.

W. L. GEORGE has been writing impressions of America gathered in his journey here this winter for *Harper's Magazine*, which Harper will publish this spring in book form, under the title, "Hail Columbia."

"THE COME BACK," Carolyn Well's new mystery story (Doran) has a large audience of Wells and Mystery fans awaiting it. This will be Miss Wells' second mystery story this spring, as Lippincott published "The Mystery of the Sycamore" in March.

LIPPINCOTT announces the publication of "Limericks" arranged and illustrated by F. H. Gardiner. It is a collection of the world's most famous limericks, revised and enlarged to meet the needs of the new interest in this type of humorous verse.

A PARODY of Margot Asquith's book, called "Marge Askinforit" by Barry Pain, the English short story writer, will be published by Duffield, in April. It is a burlesque not only of the Asquith book, but of life and literature in general to-day.

TWO NEW volumes in *The Yale Series of Younger Poets* are "Wild Geese," by Theodore H. Banks, Jr., and "Horizons," by Viola C. White. Miss White's is the first feminine name in the series. She is a Wellesley graduate, and the last poem in the volume, "Elan Vital," appeared in the January number of *The Atlantic Monthly*.

A PRACTICAL book on landscape gardening is "The Complete Garden," a sort of "landscape dictionary," a compact reference manual for those interested in landscape plantings rather than in magazine articles which are notable for their camouflaged outlines rather than their facts. The book is the work of Albert D. Taylor, M.S.A., Fellow of the American Society of Landscape Artists, non-resident Professor of Landscape Architecture in Ohio State University, assisted by Gordon D. Cooper, B.S.A., member of the American Society of Landscape Architects.

Changes in Prices

HOUGHTON MIFFLIN COMPANY

Gibbons' Venizelos has been increased from \$3.50 to \$4.50.

DAVID McKAY COMPANY

The price of Whitman's Leaves of Grass has been reduced from \$2.50 net to \$2.00 net, and Whitman's Prose Works from \$2.50 net to \$2.00 net.

G. P. PUTNAM'S SONS.

Clematis, Bertha and Ernest Cobb, \$1.75.

Arlo, Bertha and Ernest Cobb, \$1.75.

Works of James Fenimore Cooper, Mohawk Edition, each \$2.00.

History of English Furniture, McQuoid, set, \$120.00.

The Japanese Nation, Nitobe, \$2.00.

Economics, Hadley, \$3.75.

Heredity, Thompson, \$3.50.

Obituary Notes

JOHN BURROUGHS, the famous philosopher-naturalist, died March 29 on a New York Central train on his way to his home in West Park, N. Y., to celebrate his eighty-fourth birthday which would have occurred on April 3. He was born on a farm in Roxbury, N. Y., in 1837, coming, as he said from "an uncultivated and unreading class." As a boy he had been interested in nature, but it was not until, during his years of country school teaching, that one of Audubon's books influenced him to become a trained observer. Mr. Burroughs began to write while he held a treasury clerk position in Washington. After acting as bank examiner from 1873-1884, he retired to "Riverby," his country home on the Hudson and devoted himself to observation and writing. Among his books are: "Notes on Walt Whitman as Poet and Person," 1867; "Wake Robin," 1871; "Winter Sunshine," 1875; "Birds and Poets," 1877; "Locusts and Wild Honey," 1879; "Pepacton," 1881; "French Fields," 1884; "Signs and Seasons," 1886; "Indoor Studies," 1889; "Riverby," 1894; "Whitman, A Study," 1896; "The Light of Day," 1900; "Squirrels and Other Fur Bearers," 1900; "Literary Values," 1904; "Camping and Tramping With Roosevelt," 1907; "Leaf and Tendril," 1908; "Time and Change," 1912; "The Summit of the Years," 1913; "The Breath of Life," 1915; "Under the Apple Trees," 1916; "Field and Study," 1919; and "Accepting the Universe," 1920.

CHARLES HADDON CHAMBERS, journalist, novelist and dramatic author, died at his home in London, March 28. He was born in Sydney, Australia, on April 22, 1860. After completing his education in Australia, he entered the civil service of the Government of New South Wales, later going to England. Years of unprosperous labor at journalism and fiction preceded his first dramatic effort. Among his best known works were "Captain Swift," "The Old Lady," "The Impossible Woman," and "The Tyranny of Tears."

ELEANOR MARIE INGRHAM, author of several works, died suddenly at the residence of her parents in New York, on March 22. She wrote "The Flying Mercury," "The Game and

the Candle," "Stanton Wins," "From the Car Behind," "Man's Heath," and "Unafraid." She was born in 1886.

Caslon Anniversary

THE name of William Caslon is forever famous in the annals of printing and publishing, and this year the Foundry has celebrated the two hundredth anniversary of its existence. It is still able to supply fonts cut by the original William Caslon, founder of the firm. It is interesting to note that the same family is still in charge; the London papers recently announced the marriage of Christopher A. Caslon, eldest son of Albert H. Caslon, manager and director of the Foundry.

Periodical Notes

The Broom, an international magazine of the arts will begin to appear in September. It is to be edited by Alfred Kreymborg and Harold Loeb. The present New York address is 143 West Fourth Street.

Personal Notes

FERRIS GREENLEAF, of Houghton Mifflin, has been at Garlands Hotel, Suffolk Street, London, for five weeks, beginning on March 6th. The purpose of his visit was to find English books suitable for the American market.

JOHN MACRAE, Vice President of E. P. Dutton & Company, has just returned from England.

CHICAGO, ILL.—The Clarion Book Shop, 204 N. Clark Street, are moving from Chicago to Detroit and will open a book-shop there in Orchestra Hall, 3705 Woodward Ave., on March 26th.

ITHACA, N. Y.—H. B. Hollister has retired from active connection with the Corner Bookstores, while J. D. Taylor returns as active head of the business, with G. E. Houghton as treasurer of the corporation.

NEW YORK CITY.—Guy Stonestreet, 507 Fifth Avenue, has been succeeded by Robert F. Stonestreet.

NEW YORK CITY.—The Fifth Avenue corner at 28th Street, which the Lamb Publishing Co. vacated recently goes to the Fifth Avenue Sales Co., dealers in curios, etc., and not to A. R. Womrath, Inc., thru a failure in the negotiations.

NEW YORK CITY.—The George H. Doran Company has increased its capitalization from \$125,000 to \$1,000,000.

NEW YORK CITY.—The Dixie Business Book Shop has removed from 41 Liberty Street to 141 Greenwich Street. Phone Rector 5997.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12¼ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Agg, Tansy Radford

American rural highways. 11+139 p. front. il. diags. D (Agricultural engineering ser.) '20 N. Y., McGraw-Hill \$2 n.

Allen, Philip Schuyler

Everyday French, easy French conversation; seventy-five topics of French life; with notes, grammar helps, full translations, and pronunciation printed in the alphabet of the International phonetic association. 5+273 p. S (Drake's practical books for home study) '20 Chic., F. J. Drake \$1.25 n.

Everyday Spanish. 240 p. S (Drake's practical books for home study) c. '20 Chic., F. J. Drake \$1.25 n.

Allsopp, Fred W.

The life story of Albert Pike. 130 p. il. D '20 c. '21 Little Rock, Ark., Parke-Harper News Service \$1.50

The story of a traveler in the Far West in pioneer days, and who was prominent in Masonic circles.

American Commerce Association

The traffic manual; excerpts of tariffs and classifications; also maps, charts, rules and regulations, shipping forms and traffic data used in the computation of charges of shipments and the solution of practical traffic management training service; prepared under the direction of the Advisory traffic council of the American commerce association. 156 p. il. forms maps Q [c. '20] Chic., Am. Commerce Assn. pap. \$4

Ayres, Ruby M.

Richard Chatterton, V.C.; front. by Paul Stahr. 341 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Barclay, Florence Louisa Charlesworth [Mrs. Charles W. Barclay]

The mistress of Shenstone; [il. with scenes from the photoplay.] 6+340 p. front. pls. D

Bankers Commercial Association

Credits; how to avoid commercial losses; including cancellations and returns. no paging facsms. nar. D [c. '21] N. Y., The Credit Guide, 415 B'way pap. gratis

(Popular copyrights) [c. '10] N. Y., Grosset & Dunlap \$1

Bassett, Sara Ware

Flood tide; with front. by M. L. Greer. 328 p. D c. Bost., Little, Brown \$1.90 n.
A story of Cape Cod.

Bernstein, Eduard

My years of exile; reminiscences of a socialist; tr. by Bernard Miall. 287 p. O '21 N. Y., Harcourt, Brace & Co. \$4.50 n.

An account of Bernstein's years of exile in Italy, Switzerland, Denmark and England, for over twenty years after his departure from Germany in 1878.

Bismarck, Herbert Von, Prince

The Kaiser vs. Bismarck; suppressed letters by the Kaiser and new chapters from the Autobiography of the Iron Chancellor; with a historical introd. by Charles Downer Hazen; tr. by Bernard Miall. 11+202 p. front. (por.) O '21 c. '20 N. Y., Harper \$2.50 n.

The correspondence of the Kaiser and Bismarck, showing the beginnings of the break between him and the Chancellor. For about twenty years efforts have been made to suppress these letters.

Bowie, Walter Russell

Sunny windows and other sermons for children. 190 p. D [c. '21] N. Y. and Chic., Revell \$1.25 n.

Brailsford, Henry Noel

The Russian workers' republic. 10+274 p. O [c. '21] N. Y., Harper \$2.50 n.

A study of Russia under the Soviet system as she is today.

Buchanan, Angus

Wild life in Canada. 264 p. il. O '20 N. Y., Stokes \$4.50 n.

Bunty (The) book; [a children's annual.] 196 p. il. (part col.) Q '20 N. Y., Stokes \$2.50 n.

Camm, F. J.

Model aeroplanes. 156 p. il. D '20 N. Y., Funk & W. \$1 n.

Batchelder, P. M. and Cooper, A. E.

The mathematics teachers' bulletin, v. 4; no. 2. 55 p. O (Univ. of Texas bull., no. 2109) Austin, Tex., Univ. of Texas pap.

Camp, Charles Wadsworth

The guarded heights; front. by C. D. Mitchell. 363 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

The story of how a man won wealth and position thru bitter effort and achievement and what the outcome was thru his dominating personality.

Camp, Walter Chauncey

Training for sports. 8+190 p. front. pls. D (School, college and service athletics) c. N. Y., Scribner \$2 n.

Partial contents: General training according to age; Why athletes go stale; Taking care of injuries; Effect of driving boys too young and the effect of age on condition; Specialized training for football, baseball, track athletics and rowing [4 chapters]; The daily dozen set-up.

Campbell, Evelyn

The knight of Lonely Land; with front. by George W. Gage. 302 p. D c. Bost., Little, Brown \$1.90 n.

A story of the cattle-ranges of the American West.

Cathcart, Edward Provan

The physiology of protein metabolism; new ed. 7+176 p. (25¼ p. bibl.) O (Monographs on biochemistry) '21 N. Y., Longmans, Green \$4.25 n.

Chandler, Christine

Legends and tales of King Arthur. no paging pls. O '20 N. Y., Stokes \$6 n.

Clark, Barrett Harper

The British and American drama of today; outlines for their study; suggestions, questions, biographies and bibliographies for use in connection with the study of the more important plays. [New ed.] 13+317 p. D [c. '15-'21] Cin., Stewart & Kidd \$2.50 n.

Published in 1915 by Henry Holt.

Comstock, Harriet Theresa Smith [Mrs. Philip Comstock]

The shield of silence; front. by George Loughridge. 292 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A story of the Virginia mountains.

Conway, Sir Martin i. e. William Martin

Mountain memories; a pilgrimage of romance. 282 p. il. O '20 N. Y., Funk & W. \$5 n.

Cooper, James Fenimore

The last of the Mohicans; a narrative of 1757; il. with scenes from the photoplay. 391 p. front. pls. D (Popular copyrights) N. Y., Grosset & Dunlap \$1

Corelli, Marie Minnie Mackay

The love of long ago and other stories. 295 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A collection of 13 short stories, a few of which appeared in *Hearst's Magazine* and *Harper's Bazar*.

Crowell, John Franklin

Government war contracts. 13+357 p. O (Preliminary economic studies of the war, no. 25) c. '20 Wash., D. C., Carnegie Endowment for International Peace pap. gratis; clo. ed. \$1 Oxford Univ. Pr.

Daniels, Amy L., and others

Investigations in the artificial feeding of children. various paging charts O (Studies in child

Dawson, Coningsby William

It might have happened to you; a contemporary portrait of Central and Eastern Europe. 6+163 p. D c. N. Y., J. Lane \$1.25 n.

The story of the economic conditions in Europe.

De Boer, Mrs. Annie M.

The philosophy of a novitiate; poems and essays. 142 p. O c. '20 Los Angeles, Cal., The Ideal Pub. Co. \$1

Dell, Ethel May

Greatheart. 9+504 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Rosa Mundi and other stories. 7+389 p. D c. N. Y., Putnam \$2 n.

Six stories of love and adventure.

Dimmock, F. Haydn, ed.

Scout's book of heroes; a record of scouts work in the Great war; with a foreword by Sir Robert Baden-Powell. 320 p. il. O '20 N. Y., Stokes \$2.50

Dodge, Louis

Tawi tawi. 9+348 p. D c. N. Y., Scribner \$2 n.

A story of life on the Mexican border and on a cannibal island in the Philippines.

Edmunds, Edward William

An historical summary of English literature. 275 p. D '20 N. Y., Funk & W. \$1.75 n.

Eggleston, DeWitt Carl, and Robinson, Frederick Bertrand

Business costs. 30+587 p. il. forms charts tabs. facsms. diags. O (The College of the City of N. Y. ser. in commerce, civics and technology) c. N. Y., Appleton \$7.50 n.

Partial contents: Cost accounting; Production costs; Material costs; Overhead expense; Examples of complete cost systems.

Folger, J. C., and Thomson, S. M.

The commercial apple industry of North America. 22+466 p. front. pls. D (Rural science ser.) c. N. Y., Macmillan \$3.50 n.

Partial contents: Importance and history of the apple industry; Leading apple regions of the United States; Commercial apple production in Canada, Australia and New Zealand; Irrigation; Handling the crop; Varieties of apples.

Foster, George Burman

Christianity in its modern expression; ed. by Douglas Clyde Macintosh. 13+294 p. front. (por.) O c. N. Y., Macmillan \$3.75 n.

Partial contents: The foundation of Christian dogmatics; The superstructure of Christian dogmatics; The ethics of the Christian religion.

Fountain, Samuel W.

Abraham Lincoln—the man; [memorial address before the [Military Order of the Loyal

welfare, 1st ser. no. 44) '21 Iowa City, Ia., Univ. of Iowa pap. 25 c.

Decker, Frank Harnest

Four great words; meditation, appreciation, assimilation, reproduction. 18 p. T [c. '21] Bost., Pilgrim Press pap. 10 c.

Fry, Morton H.

Bankers acceptances as an investment. 18 p. S '21 N. Y., American Acceptance Council, 111 B'way pap.

Legion of the United States, Commandery of the state of Pennsylvania; Feb. 9, 1921. 10 p. O Phil., Col. John P. Nicholson, Flanders Bldg. pap. 50 c.; \$1 [300 copies]

Galland, William Herbert

Diseases of infancy and childhood. 13+348 p. front. il. pls. D (The parent's library) c. '20 Chic., F. J. Drake \$1.50

Maternity and infant care. 286 p. front. il. pls. tabs. D (The parent's library) c. '20 Chic., F. J. Drake \$1.50 n.

Gates, Joseph

The welfare of the school child. 154 p. pls. D '20 N. Y., Funk & W. \$1.50 n.

George, Florence A.

A manual of cookery. 448 p. D '21 N. Y., Longmans, Green \$3 n.

A book for the household, the recipes being enough for from three to eight persons.

Georgievics, Georg von

Die beziehungen zwischen farbe und konstitution bei farbstoffen. 123 p. tabs. O '21 N. Y., Lemcke & Buechner bds. \$2 n.

Glasier, John Bruce

William Morris and the early days of the socialist movement; being reminiscences of Morris' work as a propagandist, and observations on his character and genius; with some account of the persons and circumstances of the early socialist agitation; together with a ser. of letters addressed to the author; with a preface by May Morris. D 9+208 p. front. (por.) '21 N. Y., Longmans, Green bds. \$2.25 n.

Glover, T. R.

Jesus in the experience of men. 253 p. D c. N. Y., Assn. Press \$1.90 n.

Hackleman, Charles W.

Commercial engraving and printing; a manual of practical instruction and reference covering commercial illustrating and printing by all processes for advertising managers, printers, engravers, lithographers, paper men, photographers, commercial artists, salesmen, instructors, students and all others interested in these allied trades. 846 p. il. facsms. pls. (part col.) O Indianapolis, Ind., Commercial Engraving Pub. Co. \$15

Partial contents: Copy and its preparation; Relief processes of engraving and printing; Surface processes of engraving and printing; Patents, trademarks and copyrights; Care and filing of plates and copy; Inserts.

Haldane, John Scott

Mechanism, life and personality; an examination of the mechanistic theory of life and mind. [2nd ed.] 7+152 p. D '21 N. Y., Dutton \$2.50 n.

Goldman, Marcus Isaac

Lithologic subsurface correlation in the "Bend series" of North-Central Texas. 22 p. tabs. fold. charts in pocket Q (Dept. of the Interior, U. S. Geol. Survey, professional pap. 129-A) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hamby, William Henry

The desert fiddler; front. by Ralph Pallen Coleman. 232 p. D c. Garden City, N. Y., Doubleday, Page \$1.60 n.

A story of business intrigue and adventure with the scene set on the Mexican border.

Hill, Owen Aloysius

Psychology and natural theology. 13+351 p. O c. N. Y., Macmillan \$3.50 n.

Honan, James Henry

Heart disease. 9+204 p. D '21 c. '13 N. Y., Dodd, Mead \$2 n.

Formerly published under the title "What heart patients should know and do."

Hough, Emerson

The sagebrush; a story of the West. 6+318 p. front. pls. D (Popular copyrights) c. '19 N. Y., Grosset & Dunlap \$1

Howard, George Fitzaian Bronson

The black book; being the full account of how the Book of the betrayers came into the hands of Yorke Norroy, secret agent of the Dept. of state; front. by Paul Stahr. 292 p. il. D c. '20 N. Y., W. J. Watt & Co., 31 W. 43d St. \$1.75 n.

Howe, Frederic Clemson

Revolution and democracy. 19+238 p. D c. N. Y., Huebsch \$2 n.

A discussion of the labor problem and the changing psychology of the worker, together with essays on privilege.

Hurd, Archibald Spicer

The merchant navy; v. 1: 14+473 p. pls. tabs. fold. map in pocket O (Hist. of the Great War, based on official documents) '21 N. Y., Longmans, Green \$7.50 n.

The official history of the German submarine warfare, including the sinking of the Lusitania, and the operations of the Emden and other German cruisers in the early days of the war. Illustrated from photographs, with an index of the names of officers, men and ships.

Hyndman, Henry Mayers

The evolution of revolution. 398 p. front. (por.) D '21 N. Y., Boni & Liveright \$4.50 n.

James, J. Courtney

The language of Palestine and adjacent regions; with a foreword by Sir Ernest A. Wallis Budge. 13+278 p. O '20 N. Y., Scribner \$7 n.

Partial contents: Empire and language; Linguistic genealogy; Semitic constructions; Inscriptions and the Old Testament; Aramaic.

Jessup, Elon H.

The motor camping book. 12+219 p. front. pls. il. diagrs. tabs. fold. map D c. N. Y., Putnam \$3 n.

Practical advice for motor campers, as to every phase of this recreation, including camping trails and equipment.

Grover, Nathan Clifford

Surface water supply of the United States, 1917; Missouri River Basin; prepared in co-operation with the states of Colorado, Montana, Wyoming and Kansas. 242+42 p. tabs. pls. O (Dept. of the Interior, U. S. Geol. Survey, water supply paper 456) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Klickmann, Flora [Mrs. E. Henderson-Smith]
Fruit and flower studies. 102 p. col. il. Q
'20 N. Y., Stokes \$5 n.

Kral, J. J.
Anglicka skola; method for Bohemians to learn English. 220 p. D '21 c. '20 Milwaukee, Wis., Caspar \$2 n.

Marshall, Archibald
The hall and the grange; a novel. 414 p. D c. N. Y., Dodd, Mead \$2 n.
A story of English country life.

Masson, Thomas Lansing [Tom Masson]
Well, why not? 15+274 p. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.
Fifty-nine essays, some of which have appeared in *The Bookman*, *The Outlook*, *Life*, *Printer's Ink* and other magazines.

Meagher, George A.
A guide to artistic skating. 167 p. il. O '20 N. Y., Stokes \$2.50 n.

Merwin, Samuel
In red and gold; il. by Cyrus Leroy Baldridge. 352 p. front. pls. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$2 n.
A story of China of today.

Millay, Edna St. Vincent
A few figs from thistles; poems and four sonnets. [New ed.] 16 p. sq. O (Salvo no. 1) '21 N. Y., Frank Shay pap. 75 c.

Mitchell, Ruth Comfort [Mrs. William Sanborn Young]
Play the game! 243 p. front. D c. N. Y., Appleton \$1.75 n.
A love story of American youth.

Morris, Sir Malcolm Alexander
The story of English public health. 166 p. D (English public health ser.) '20 N. Y., Funk & W. \$1.50 n.

Mowrer, Paul Scott
Balkanized Europe; a study in political analysis and reconstruction. 10+349 p. maps (endpapers) O [c. '21] N. Y., Dutton \$5 n.
The author was a European correspondent for the

Chicago Daily News, and most of the material in this book has appeared in that and other newspapers.

Nichols, Susan Farley
Water colors; South of France, 1918-1919. 184 p. front. pls. D c. Bost., Four Seas bds. \$3 n.

The story of the French Colonials who served in France and of their life on the Riviera while convalescing.

Norris, Frank i.e. Benjamin Franklin
The octopus; a story of California. 652 p. front. (map) D (The epic of the wheat; popular copyrights) [c. '01] N. Y., Grosset & Dunlap \$1

The pit; a story of Chicago; il. with scenes from the photoplay. 421 p. front. pls. D (The epic of the wheat; popular copyrights) [c. '03] N. Y., Grosset & Dunlap \$1

Orczy, Emmuska i.e. Emma Magdalena Rosalia Maria Josefa Barbara [Mrs. Montague Barstow], Baroness

By the gods beloved; il. by the Kinneys. 326 p. il. pls. (part col.) D '21 c. '07 N. Y., Dodd, Mead \$2 n.

Formerly published under the title "The gates of Kampt."

The scarlet pimpernel. 6+312 p. D (Popular copyrights) [c. '05] N. Y., Grosset & Dunlap \$1

O'Shea, Michael Vincent
First steps in child training. 284 p. il. D (Parent's library) '20 Chic., F. J. Drake \$1.50

Parsons, Floyd W.
American business methods; for increasing production and reducing costs in factory, store and office. 9+373 p. O c. N. Y., Putnam \$2.50 n.

Partial contents: Industrial relations; Health and industry; Labor-saving machinery; Advertising and selling; Foreign trade problems and practices; Application of science to industry. This book is based on the author's series of articles called "Everybody's business" which have appeared in the *Saturday Evening Post*.

Keats, John
Catalogue of a loan exhibition commemorating the anniversary of the death of John Keats; 1821-1921; held at the Public Library of the city of Boston, February 21 to March 14, 1921. 63 p. S Bost., Public Library of Boston pap. apply

Knopf, Adolph
The Divide silver district, Nevada. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-K) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Lau, Arnold
Community life and development; a manual for work in community civics, Wichita city schools; ed. by Christian Rosendale. 219 p. front., il. pls. maps O '20 Wichita, Kas., The Wichita Eagle Press apply

Liddle, R. A.
The geology and mineral resources of Medina County. 177 p. pls. fold. col. map O (Univ. of Texas Bull., no. 1860) Austin, Tex., Univ. of Texas pap.

McLean, Francis Herbert
The central council of social agencies; a manual. 47 p. O '20 N. Y., Am. Assn. for Organizing Family Social Work pap. 75 c.

The organization of family social work societies in smaller cities. 40 p. O '21 N. Y., Am. Assn. for Organizing Family Social Work, 130 E. 22nd St. pap. 25 c.

Massachusetts, Dept. of Labor and Industries. Division of Minimum Wage
Report on the wages of women employed in the manufacture of food preparations and minor lines of confectionery in Massachusetts. 41 p. tabs. O (Bull. no. 23, November, 1920) '20 Bost., Mass. Dept. of Labor and Industry pap.

Middleton, Jefferson
Fuller's earth in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.
Sand-lime brick in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

New York, Public Service Commission
Report of the Public Service Commission for the 1st district of the State of New York; for the year ending Dec. 31, 1918; v. 1, report and appendices A to D, inclusive; transmitted to the legislature Jan. 10, 1919. 877 p. tabs. (part fold.) pls. O Albany, N. Y., N. Y. State Public Service Commission

Putnam, George Palmer

The smiting of the rock; a tale of Oregon. 6+328 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Ransome, Arthur

The crisis in Russia. 14+201 p. D c. N. Y., Huebsch \$1.60 n.

Partial contents: The shortage of men; The Communist dictatorship; The trade unions; Industrial conscription; What the Communists are trying to do in Russia; Non partyism; Possibilities. Some of these essays appeared in the *Manchester Guardian*.

Rath, E. J.

Mantle of silence; front. by George W. Gage. 310 p. il. D c. '20 N. Y., Watt \$1.75 n.

Robertson, John

Housing and the public health. 159 p. il. D (English public health ser.) '20 N. Y., Funk & W. \$1.50 n.

Roe, Vingie E.

Tharon of Lost Valley; il. by Frank Tenney Johnson. 299 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Rudwin, Maximilian Josef, ed.

Devil stories; an anthology; selected and edited with introd. and critical comments. 19+332 p. D c. N. Y., Knopf \$2.50 n.

Twenty stories ranging from the Mediaeval period to the present time.

Ryan, Thomas J., and Bowers, Edwin F.

Teeth and health; how to lengthen life and increase happiness by proper care. 12+264 p. D c. N. Y., Putnam \$2.50 n.

Partial contents: The real meaning of teeth; Why the mother should nurse her child; The teeth of children; How sugar sucks the lime out of teeth; Epilepsy may be caused by tooth-decay; Mouth washes, tooth paste, apples and toothbrushes.

Sanger, Margaret H., and Russell, Winter

Debate between Margaret Sanger, negative, and Winter Russell, affirmative, subject, Resolved: That the spreading of birth control knowledge is injurious to the welfare of humanity; Dr. S. Adolphus Knopf, chairman; Parkview Palace, New York City, Sunday afternoon, Dec. 12, 1920. 36 p. D [c. '21] N. Y., The Fine Arts Guild pap. 25 c. n.

Savage, William George

Food and the public health. 155 p. pls. D (English public health ser.) '20 N. Y., Funk & W. \$1.50 n.

Schamberg, Jay Frank

Compend of diseases of the skin; 6th ed.; rev. 15+314 p. il. D (Blakiston's compend

Plummer, Mary Wright

Training for librarianship; rev. by Frank K. Walter; preprint of Manual of library economy, Chapter 13; [2nd ed.] 24 p. (1/4 p. bibl.) D '20 Chic., Am. Library Assn. Pub. Board pap.

Rhodes, Robert Clinton

Binary fission in collodictyon triticatum Carter. various paging pls. O (Univ. of Cal. pub. in Zoology, v. 19, no. 6) Berkeley, Cal., Univ. of California Press pap. \$1

ser.) c. '21 Phila., Blakiston \$2 n.

Scharlieb, Mrs. Mary Ann Dacomb Bird

The welfare of the expectant mother. 157 p. D (English public health ser.) '20 N. Y., Funk & W. \$1.50 n.

Scott, Isabel Hawley

Billee; the story of a little boy and a big bear; il. by Bradley Walker Tomlin. 196 p. front. pls. D [c. '21] N. Y. and Chic., Revell \$1.50 n.

The story of Angelo and a tame, traveling bear, in which the author makes a plea for kindness to dumb animals.

Scurfield, Harold

Infant and young child welfare. 165 p. D (English public health ser.) '20 N. Y., Funk & W. \$1.50 n.

Seligman, Edwin Robert Anderson, and Nearing, Scott

Debate between Prof. E. R. A. Seligman, affirmative, and Prof. Scott Nearing, negative; subject, Resolved: That capitalism has more to offer the workers of the United States than has Socialism; Lexington Theatre, New York City, Jan. 23, 1921; [introd.] by Oswald Garrison Villard; verbatim report. 46 p. pls. (pors.) D [c. '21] N. Y., The Fine Arts Guild pap. 50 c.; \$1 n.

Sharpe, Richard Bowdler

Wonders of the bird world; il. by A. T. Elwes. 399 p. O '20 N. Y., Stokes \$2.50 n.

Sheard, Virginia Stanton

The golden appletree; il. by Norman Price; [a book of fairy stories.] 218 p. D c. '20 N. Y., McCann \$2 n.

Sheridan, Clare [Mrs. Wilfred Sheridan]

Mayfair to Moscow; Clare Sheridan's diary. 238 p. front. (por.) pls. pors. O c. '20 N. Y., Boni & Liveright \$3 n.

Mrs. Sheridan's own story of the making of the statues of Zinoviev, Lenin, Trotzky and others.

Sime, J. G.

Our little life; a novel of to-day. 12+294 p. D [c. '21] N. Y., Stokes \$2 n.

A story of a little seamstress who goes out working by the day, and who has a heart of gold.

Simons, Theodore

Compressed air; 2nd ed. 173 p. il. O [c. '14-'21] N. Y., McGraw-Hill \$2 n.

Slattery, Rev. Charles Lewis

David Hummel Greer; eighth bishop of New York. 13+328 p. front. (por.) O c. N. Y., Longmans, Green \$4 n.

An intimate biography of the American rector and bishop.

Schureman, Winnifred

High school spelling; arranged for eight semesters. 32 p. D '21 c. '17 N. Y., Lloyd Adams Noble pap. 20 c.

Simpson, Kemper

The capitalization of goodwill. 105 p. O (Johns Hopkins Univ. Studies in Hist. and Political science, ser. 39, no. 1) c. Balt., The Johns Hopkins Press pap. apply

Soissons, Guy Raoul Jean Eugene Charles
Emmanuel de Savoie-Cariguan, Count de

The true story of the Empress Eugenie. 288 p. front. (por.) pors. O '21 N. Y., J. Lane \$4 n.

A record of the meteoric career of the last Empress of the French, based upon facts and contemporary documents.

Southwart, Elizabeth

The password to fairyland. 187 p. col. il. Q '20 N. Y., Stokes \$4.50 n.

Speek, Peter Alexander

A stake in the land. 29+266 p. front. pls. tabs. plan D (Americanization studies) c. N. Y., Harper \$2.50 n.

Partial contents: Need of a land policy; Experiences in acquiring land; Individual land dealers, [land sharks etc.]; Rural educational agencies; Education of adult immigrant settlers; Library and community work. The author is in charge of the Slavic section, Library of Congress.

Taylor, Charles Forbes

The riveter's gang; and other revival stories. 144 p. il. D [c. '21] N. Y. & Chic., Revell \$1.25 n.

Taylor, Emerson Gifford

The long way round. 370 p. D [c. '21] Bost., Small, Maynard \$2 n.

A love-story of today.

Thorpe, Sir Edward, i. e., Thomas Edward

A dictionary of applied chemistry; v. 1, [A-Calcium]; rev. and enl. ed. 752 p. il. diags. tabs. O '21 N. Y., Longmans, Green \$20 n.

Townshend, Sir Charles Vere Ferrers

My campaign. 2 v. various paging il. pls. maps O N. Y., McCann \$10 n.

Stern, S.

The foreign exchange problem. 124 p. tabs. charts O [c. '21] N. Y., Columbia Trust Co., 60 B'way pap. gratis

Stone, Ralph Walter

Phosphate rock in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

U. S. Geological Survey

Topographical maps of the United States. In sheets 16 x 20 inches. Wash., D. C., Off. of Survey pap. ea. 10 c.

Contents: CALIFORNIA: *Pacheco Pass* sheet (Stanislaus, Santa Clara and Merced Cos.) (1m.=1").

GEORGIA-SOUTH CAROLINA: *Hilltonia* sheet (Burke and Screven Cos.) (1m.=1"); *Pembrake* sheet (Evans, Liberty, Bulloch and Bryan Cos.) (1m.=1").

ILLINOIS: *Jonesboro* sheet (Union and Alexander Cos.) (1m.=1").

MISSOURI-NEBRASKA: *Craig* sheet (Holt and Richardson Cos.) (1m.=1").

NEW YORK: *Rochester* sheet (Monroe Co.) (1m.=1").

TEXAS: *Genoa* sheet (Harris, Brazoria and Galveston Cos.) (1/2m.=1"); *Louretta* sheet: (Harris Co.) (1/2m.=1").

VIRGINIA-NORTH CAROLINA: *Arringdale* sheet (Northampton, Greensville, Southampton and Sussex Cos.) (1m.=1"); *Homeville* sheet: (Southampton and Sussex Cos.) (1m.=1").

Published in England under title "My campaign in Mesopotamia."

Train, Arthur Cheney

By advice of counsel; being adventures of the celebrated firm of Tutt & Tutt, attorneys and counsellors at law; with front. by Arthur William Brown. 267 p. D c. N. Y., Scribner \$2 n.

A series of seven related episodes.

Tridon, André

Psychoanalysis, sleep and dreams. 12+161 p. (3 1/2 p. bibl.) D c. N. Y., Knopf \$2 n.

Partial contents: Fatigue and rest; Where dreams come from; Wish fulfillment; Recurrent dreams; Neurosis and dreams; Dream interpretation.

Tucker, Gilbert Milligan

American English. 375 p. (11 1/2 p. bibl.) O c. N. Y., Knopf \$3 n.

Partial contents: Is our English degenerating; Exotic Americanisms; Misunderstood and imaginary Americanisms; Index to words and phrases.

Turner, Clair Elsmere

Hygiene, dental and general; with chapters on dental hygiene and oral prophylaxis by William Rice. 400 p. (5 p. bibl.) il. O c. '20 St. Louis, Mo., C. V. Mosby Co. \$4 n.

Turner, John Hastings

Simple souls; [il. with scenes from the photoplay]. 313 p. front. pls. D (Popular copyrights) ['18] N. Y., Grosset & Dunlap \$1

Viall, Ethan

Electric welding. 417 p. il. tabs. O c. N. Y., McGraw-Hill \$4 n.

Gas torch and thermit welding. 434 p. il. tabs. O c. N. Y., McGraw-Hill \$4 n.

Ward, Francis

Animal life under water. 178 p. pls. (part. col.) O '20 N. Y., Funk & W. \$3 n.

U. S. Office of Naval Records and Library

German submarine activities on the Atlantic coast of the United States and Canada; pub. under the direction of the Hon. Josephus Daniels, Secretary of the Navy. 163 p. front. pls. fold. charts (in pocket) facsms. O (Publication no. 1, Navy Dept., Historical sect.) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 35 c.

The Northern barrage and other mining activities; pub. under the direction of the Hon. Josephus Daniels, Secretary of the Navy; [comp. from reports made by Rear Admiral Strauss, Rear Admiral Earle and data by Commander Simon P. Fullinwider.] 146 p. front. (por.) charts (part. fold. in pocket) tab. diagr. O (Publication no. 2, Navy Dept., Historical sect.) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 45 c.

U. S. Public Health Service. Venereal Diseases Division

A square deal for the boy in industry; for those interested in work with boys. 11 p. O (Bull. no. 64) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Washington, Supreme Court

Cases determined in the Supreme Court of Washington, December 15, 1919, January 29, 1920; Arthur Remington, reporter. v. 109. 818 p. O '20 San Francisco, Cal., Bancroft-Whitney Co., buck. \$5

Waters, Charlotte M.

A school economic history of England, 1066-1750. 12+316 p. il. O N. Y., Oxford Univ. Press \$2.50

Whitwam, J. H.

Textile calculations; manufacture and mechanism. 11+427 p. charts diagrs. tabs. O (Pitman's textile industries ser.) '20 N. Y., Pitman \$9 n.

This volume deals with the arithmetical and geometrical principles underlying the calculations in textile production, and the calculations in the running and output of textile machinery.

Wiggin, Kate Douglas Smith [Mrs. George Christopher Riggs]

Homespun tales. 344 p. D c. '20 Bost., Houghton Mifflin \$2 n.

Williams, Archibald

Things worth making. 400 p. il. pls. D (How it is done ser.) '21 N. Y., T. Nelson & Sons \$2 n.

Thinking it out; [a book on simple mechanics.] 400 p. il. pls. D (How it is done ser.) '20 N. Y., T. Nelson & Sons \$2 n.

Wilson, George Grafton

The first year of the League of Nations; with the covenant of the League of Nations in an appendix. 11+94 p. D c. Bost., Little, Brown \$1.25 n.

The author is professor of international law, Harvard University.

Wilson, Harry Leon

The wrong twin; il. by Frederic R. Gruger. 361 p. front. pls. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A picture of American life in the last decade.

Wishart, Charles Frederick, D.D.

The range finders; a message to the ministry; with an introd. by Edgar P. Hill, D.D. 91 p. S c. Phil., The Westminster Press 75 c. n.

Witte, Sergius, Count

The memoirs of Count Witte; tr. from the original Russian manuscript and ed. by Abraham Yarmolinsky; [with a preface by Countess Witte]. 11+445 p. front. (por.) O '21 c. '20-'21 Garden City, N. Y., Doubleday, Page Co \$5 n.

This book is based upon official records and papers kept by the Czar's former premier in which is recorded the tragedy of Russia of yesterday and is a guidepost for Russia of today.

Wood, Casey, and Garrison, Fielding Hudson, eds.

A physician's anthology of English and

American poetry. 24+346 p. O '21 N. Y., Oxford Univ. Press \$4 n.; India pap. \$5 n.

Originally intended as a tribute to Sir William Osler on his 70th birthday, but he died before its completion. The poems are grouped in 18 sections, following the life of mankind.

Woodcox, Benjamin Franklin

Spiritual evolution; thoughts on the evolution; of spirit-life and various other subjects. 80 p. D [c. '21] Battle Creek, Mich., Woodcox & Fanner \$1 n.

Inspirational paragraphs on nature.

Woodwork joints; how they are set out, how made and where used; with 430 il. and a complete index of 1100 references. 213 p. D (The woodworker ser.) Phil., Lippincott \$1.50 n.

Information as to the uses, and practical directions as to the making of every joint that the worker may at any time encounter.

Wordsworth, William

Selections from Wordsworth; ed. by D. C. Somervell. 254 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Selected lyrics by Wordsworth; with notes by Charles Swain Thomas; Arnold's essay on Wordsworth; with notes by William Savage Johnson. 95 p. D (Riverside literature ser.) [c. '13] Bost., Houghton Mifflin 48 c.

Wrightson, Herbert James

Elements of the theory of music. 3+51 p. il. (music) O [c. '21] Bost., The B. F. Wood Music Co. \$1

Wroth, Lawrence Counselman

A history of printing in Colonial Maryland, 1686-1776. O '21 Balt., The Typothetae of Baltimore \$30 [125 copies]

Younghusband, Sir George John, and Davenport, Cyril James H.

Crown jewels of England. 84 p. pls. (part col.) F '20 N. Y., Funk & W. \$20 n.

Zeller, S. M.

Humidity in relation to moisture imbibition by wood and to spore germination on wood. 24 p. O '21 c. '20 Milwaukee, Wis., Caspar pap. 50 c. n.

Weitenkamp, Frank, comp.

Supplement to the Handbook of the S. P. Avery collection in the New York Public Library additions of prints, 1901-1920. 22 p. Q '21 N. Y., New York (City) Public Library pap. 15 c.

Wood (The), New York

An editorial from *The World*, New York, March 4, 1921; Woodrow Wilson, an interpretation. 16 p. nar. O [c. '21] N. Y., The Press Pub. Co. pap.

Wyer, James Ingersoll

The college and university library; preprint of Manual of library economy, chapter 4; [2nd ed.] 25 p. D '21 Chic., Am. Library Assn. Pub. Board pap.

Yale, Charles G., and Stone, Ralph Walter

Magnetite in 1919, various paging O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Yust, William Frederick

Library legislation; preprint of Manual of library economy, chapter 9; [2nd ed.] 18 p. (4 p. bibl.) D '21 Chic., Am. Library Assn. Pub. Board pap.

Zellerbach Paper Co.

Zellerbach code; [cipher and telegraph codes, paper making trades.] 9+507 p. fold. tab. Tt [c. '20] San Francisco, Cal., Zellerbach Paper Co., 86 1st St. priv. pr.

The Publishers' Weekly

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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The Trade List Annual 1921

To Publishers:—

In order to allow all publishers ample time in which to prepare their catalogs for insertion in the Trade List Annual 1921 (to be issued August 31st) we are now mailing to contributors the customary instructions and shipping directions. Publishers whose lists did not appear in the Annual for 1920 are especially urged in the interest of the booksellers and librarians to have them ready in time for this year's Annual.

We remind publishers of smaller lists, not hitherto represented in the Annual, that this publication is of even more proportional importance to them than to the large publishers who are always represented, since retail booksellers are less likely to have knowledge of their books when a customer makes inquiries. Publishers who have but a few books, or who issue no catalog, can have their list printed by us at small cost. Write us for terms.

The Publishers' Weekly

Rare Books, Autographs and Prints

SEVENTY-TWO mezzotint engravings by S. Arlent Edwards at the recent Trowbridge Hall sale at the American Art Galleries brought \$5,662.50.

Books and prints, mainly the work of Hiroshige, the master of Japanese landscape art, with rare reference books on Japanese art in English and Japanese, the property of Judson D. Metzger, of Moline, Ill., will be sold at the Walpole Galleries, April 4 and 5.

A collection of Americana, including early American almanacs, broadsides, books and pamphlets concerning the French and Indian War, the American Revolution, the North American Indians, the early West and the Civil War, will be sold by the Heartman Auction Company, Inc., April 4, at Rutland, Vt.

Last November the Charles Dickens St. Dunstan Home for Blinded and Crippled Soldiers, bought by the Dickens Fellowship which raised £13,500 for this purpose, was opened in London. The splendid work which has been done during the winter and will now continue to be done would gladden the heart of Dickens could he but know it. No memorial is more in keeping with the spirit of the great novelist.

The bibliographical library of M. T. O'Shaughnessy with an English library consisting of illuminated manuscripts, incunabula, early English literature, standard editions of modern authors and choice books in fine bindings will be sold at the Anderson Galleries, April 4 and 5. In addition to many useful works of reference and books of interest to the better class of private buyers, there is a sprinkling of rarities generally in fine condition that will be of interest to discriminating collectors.

Among accessions to the Newberry Library of Chicago, for the John M. Wing Foundation is a perfect and extremely well preserved block book, *Apocalypsis S. Johannis* (Netherlands, circa 1455). It consists of forty-eight leaves printed on one side only, and the cuts afterwards colored by hand. This copy bears the armorial bookplate of Charles Barclay and will henceforth be one of the foundation stones of this typographical collection. Only a very few copies of the block books are owned in the United States either by private collectors or by institutions.

Alfred Fowler, of Kansas City, Mo., has just published a selection of wood engravings by J. J. Lankes, with an appreciation by Bolton Brown, in which he says, "Mr. Lankes's beautiful engraving is not the sort that is often done or can be done. Only very rarely has anyone the genuine Bewickian gift; the joy in the technique of white-line wood engraving combined with the intelligence to adapt na-

ture thereto." The collection comprises six wood engravings; the text in large type; the whole carefully printed and bound in blue boards.

The library of the late James Hammond Trumbull, bibliographer of Connecticut, other than that portion left to institutions, was sold at the American Art Galleries, March 22 and 23. The library consisted almost entirely of Americana with much relating to Connecticut; a great deal was ordinary but there were a few rarities of interest. The very rare original edition of the trial of Joseph Smith and other Mormons for treason, published in Fayetteville, Mo., 1841, including the Proceedings of the Missouri Legislature, letters from prominent Mormons, etc., brought \$400; an Almanac for 1700 published by William Bradford and said to be the only perfect copy known, \$500; John Wise's "A Word of Comfort to a Melancholy Country," etc., 1721, a plea for paper money and inflation, \$115; Thomas Walter's "The Grounds and Rules of Music Explained," Boston, 1723, \$95; Ephraim Huit's "The Anatomy of Conscience," London, 1626, \$90; and Benjamin Woodbridge's "Justification of Faith," London, 1653, \$55. The entire collection of 1,133 lots brought \$14,991.

Since the new library building for the Library of Congress was erected and under the able administration of Herbert Putnam, great additions are constantly being made to the valuable historical papers now preserved in the Division of Manuscripts. Among the most recent acquisitions have been an important collection of the papers of President Roosevelt; a large collection of the papers of President Taft, including copies of letters sent, originals of letters received, reports on special subjects like the Philippines, the Panama Canal, photographs of persons and places, newspaper cartoons, both prints and originals, and other similar material. The Grover Cleveland papers have been added to recently by the purchase of thirty letters by President Cleveland to Captain Robley D. Evans. The library also secured important Washington and Franklin papers last year, the Washington papers relating to his western lands granted as bounty for participation in the French and Indian War, and the Franklin papers being the series of letters to Miss Polly Stevenson which were sold by Henkels, in Philadelphia, last season.

The Americana in the library of William Loring Andrews, purchased by James F. Drake a little over a year ago, will be sold at the Anderson Galleries, April 18 and 19. The catalog contains 441 lots, consisting of rare prints, extra-illustrated books and rare Americana of all periods of American history. It does not have the appearance of the usual collection of Americana for throuout every-

thing is in the finest possible condition and it is as generally attractive as the books are rare. Mr. Andrews had an affection for everything pertaining to the history of his native city and consequently there is a wealth of New York material. Probably the most valuable lot in the sale is the famous Bradford Map, printed by William Bradford in 1731, the finest of the three known copies and the only one in private hands. It is the earliest, rarest and most interesting map of the city known and was regarded by Mr. Andrews as the most important item in his collection. Another lot which Mr. Andrews regarded very highly was his copy of John W. Francis's "Old New York," extended to four volumes by the insertion of 522 portraits, scenes, water colors, drawings, autograph letters, etc., with four special designed title-pages by Hosler, bound in full blue levant Morocco by Matthews. The work is replete with rare prints and most interesting and out-of-the-way material. Notwithstanding the profusion of illustration, one is still impressed with the fine restraint used by the extra-illustrator, for at every point one meets only the finest in illustration. Other lots characterized by the same fine taste include William A. Duer's "New York as it Was During the Latter Part of the Last Century," 1865, and "Reminiscences of an Old New Yorker," 1867, by the same author; Morgan Dix's Historical Recollections of St. Paul's Chapel, New York; Edward Everett's "Life of Washington," 1860; Pierre M. Irving's "Life and Letters of Washington Irving," large paper edition, 1862-64; Washington Irving's "History of New York," 1824, and "Sketch Book," 1865; Martha J. Lamb's "History of New York," 1877. These works are extra-illustrated with the same discriminating taste and skill with the effective use of portraits, maps, views, scenes, original water colors and drawings and autograph letters. The arranging and inlaying has been done by experts and the bindings are by the best American and English binders. The rarest of the prints is a "View of Castle William by Boston in New England," engraved in 1724, probably by Thomas Johnston, discovered by Mr. Andrews about thirty years ago and is still unique. Among an extraordinary group of early American almanacs are two of Franklin's Poor Richard's, of 1752 and 1753, both superb copies. A small collection of bookplates includes the bookplates of David Greene engraved by Paul Revere. Other rare items of great interest include Christopher Colles's "A Survey of the Roads of the United States of America," 1789, exceedingly rare and the finest copy known; Patrick McRobert's "Tour Through Part of the North Provinces of America," etc., one of two known copies and the first to be sold at auction; the third "New York Directory," 1789, said to be rarer than the first; and the manuscript of the General Order Book of General Washington, from May 28, 1780, to August 2, 1780, issued from Headquarters, at Morristown, Ramapo, etc., written on 90 leaves at one of the most crit-

ical periods in the Revolutionary War. There is so much of extraordinary merit that it is impossible to do justice to this collection in brief space. The collection must be seen to be properly understood and appreciated, for no collector has ever shown finer taste, better judgment, or a keener appreciation of the rare and unique, inside the limitations of his field, than Mr. Andrews has done.

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New Jersey Zinc Co., 160 Front St., New York
Rayleigh, Theory of Sound.
Chemical Abstracts, vol. 1, nos. 2, 3, 12, 13, 14, 15.

Norman, Remington Co., Charles St., Baltimore, Md.
Modern Chromatics, Rodd, Appleton.
Rixford, Wine Press and Cellar Man, Payot, Van
Nostrand.
Erickmann, Chatrian, Madam Therese, Scrib.
Cabanne, The Stealers.
Letters and Recoll. of Geo. Wash., D. P.
R. H. McKim, Soul of Lee.
Wharton, Sappho, Lane.
Millman, Latin Christianity.
Pennell, Etchings and Etchers.
Roper, Use and Abuse of Boilers, McKay.
Hazelton-Benrimo, Yellow Jacket, Bobbs-M.
Adams, Cables Codex, 8th ed.
Diary of Madame D'Arblay.
Monzert, Practical Distiller.
Norton, Modern Yeasting and Distillation.

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Oriental Esoteric Library, 1207 Q St., N.W., Washington, D. C.

Leadbeater, *The Other Side of Death*.
The Theosophic Voice, periodical, 1908, several copies of nos. 1, 2, 3.

Osborne's Book Store, Santa Barbara, Cal.

Captain Kettle, K. C. B., C. J. Cutcliffe Hyne.
McTodd, C. J. Cutcliffe Hyne.
The Filibuster, C. J. Cutcliffe Hyne.
Adventures of Captain Kettle, C. J. Cutcliffe Hyne.
The Trials of Commander McTurk, C. J. Cutcliffe Hyne.

Paget Motion Picture Agency, 25 W. 45th St., New York

Salvage, Aquila Kempster, pub. Appleton, 1906, out of print.

Pearlman's Book Shop, 933 G St., N.W., Washington, D. C.

Bulletin No. 6 and 12, Bureau of Animal Industry.
Shea, Life and Times of Archbishop Carroll.
Little King David.
Hay, Ian, *Oppressed England*.
Bourget, *The Living Lie*.
Webster, *Dynamics of Particle and of Rigid Elastic Bodies*.
Holy Ann.

Pelletier Co., Pierce St., Sioux City, Ia.

Life of Lincoln, Ida M. Tarbull.
Abraham Lincoln's Complete Works, comprising his Speeches, Letters, State Papers, Miscellaneous Writings, ed. by his private secretaries, John G. Nicolay & John Hay, 2 vols.

Perrine Book Co., 1413 University Ave., S.E., Minneapolis, Minn.

Winsor, *Hist. of U. S.*, 4 vols.
Book of Knowledge.
Lewis Gates, *Studies in Appreciation*.
Junior Classics, pub. Collier.

Pettibone McLean Co., 23 W. 2nd St., Dayton, O.
Guelder's Dressell Engines.

N. A. Hemister Co., 42 Broadway, New York
Millard, *Our Eastern Question*.
Historicus Jr., *The Lusitania Case*.

Philadelphia Book Co., 17 S. 9th St., Philadelphia
Wright, *Theobroma Cacao* or *Cocoa*.
Thomson & Tait, *Treatise on Natural Philosophy*.
Patent Office Gazette, run covering the last 20 years, preferably bound.

Platonist Press, Box 42, Alpine, N. J.

Townsend McCowu, *Maps of Old New York*.

Pownner's Book Store, 37 N. Clark St., Chicago
Ripley, *Races of Europe*.
Connecticut Men in the Revolution.
Paddock, *In the Toils*.

Presbyterian Bd. of Publication, 711 Church St., Nashville, Tenn.

Letters of Samuel Rutherford.

Presbyterian Bd. of Pub., 278 Post St., San Francisco, Cal.

Our Celestial Home, Porter.
Lange's Commentary, complete.
Matthew, the Genesis of the New Testament, Weston.
Crete, the Forerunner of Greece, Hawes.

Presbyterian Book Store, Sixth Ave., Pittsburgh, Pa.
Hounds of Hell, Masefield.

Princeton University Library, Princeton, N. J.
Carver, *Book Plates of Princeton and Princetonians*, University Press, 1912.

Putnams, 2 W. 45th St., New York

Lewis, *Clinical Disorder of Heartbeat*.
Wood, *Founder of Preventive Medicine*.

Putnam's—Continued

Ker, *History of Dark Ages*.
Wild, *Lost Ten Tribes of Israel*.
Emerson, *Beverages Past and Present*.
Bielschkowsky, *Life of Goethe*, vol. 1.
Dinsmore, *Verses and Sonnet*.
Murger, H., *La Vie Boheme*, in English.
Jackson, *Eighteen Nineties*.
Tsountas & Marratt, *Mycenaean Age*.
Quiller-Couch, *Dead Man's Rock, Ship of Stars, Adventures of Harry Real, Black Adventure Book, Blue Pavilions*.
Seneca's *Tranquility of Mind*.
Hitchcock, *Over Japan Way*.
White, *Two Years in the Forbidden City*.
Edington, *Oh! James*.
Smiles, *Auto. of James Nasmyth*, 1883.
Allen, *Why the Chimes Rang and Other Stories*.
Rice, *Christian Faith in Age of Science*.
Frazer, *The Golden Bough*, original 2-vol. ed.
Washburn, *An Outline of the History of Painting in Spain*.
Return of Peter Grimm.
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Tales and Sketches, Dr. Grimshaw's Secret, old brown cloth, leather label, Riverside ed.
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Century Dictionary, in separate parts as published.
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Deschanel's *Natural Philosophy*, any ed. since 1895.
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Bred of the Desert, M. Horton.
Noa Noa, 1st French ed.
Antarctic Books and Articles.

Regal Umbrella Co., 36 W. Market St., York, Pa.
Complete Set, *The Baker's Book*, Brawn, pub. in 1910, Long Island, N. Y.

Peter Reilly, 133 N. 13th St., Philadelphia

Ophthalmic Review, London, vol. 1, 1882.
Annals of Surgery, June, 1917.
Camp, *Notes on Track*.
Haab, *Atlas and Epitome of Ophthalmoscopy*, de Schweinitz.
Hunting Trips of a Ranchman, A. B. Frost, Medora ed.

Reliance Book Store, 23 S. 14th St., New York
Phillistines, vol. 9, bound.
Brook Farm, 1st ed.
A Staff Officer's Scrap Book, Hamilton.

Paul R. Reynolds, 70 Fifth Ave., New York
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Rhodes, Line of Least Resistance.
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Alexander, Mrs., Barbara.
Denneat, Prof. E., At the Deathbed of Darwinism.
Townsend, Prof. L. A., Collapse of Evolution.
Duke of Argyle, Organic Evolution Cross-Examined.
Swanberg, Intervertebral Foramen.
Swanberg, Intervertebral Foraming in Man.
Steel, A. T., Pathology of the Spinal Lesions.
Baird's Am. College Fraternities, 9th ed.
Chi Phi Fraternity, all pubs.
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Ganot, A., Natural Philosophy, 10th ed.
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Jordan, Creeping Tides.
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Appleton's Cyclopedia of American Government.
Griffith Genealogy.
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Zola, Love Crime.
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Philadelphia

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Munsterberg on the Witness Stand.

Schoenhof's French Bookshop, 15 Beacon St., Boston
Harwood, Grain of Mustard Seed.

Schulte's Book Store, 80 Fourth Ave., New York
Mann, American Journal of Education, vols. 9 & 10.
Barnard, American Journal of Education, odd vols.
Cross, Theology of Schleiermacher.
Brunet, Library Manual.
Snowden, World of Spiritual System.
Freeman's Growth English Constitution.
Stubbs's Constitution.
Palgrave's Constitutional History of England.
Delitzsch, System of Biblical Psychology.

Scrantom, Wetmore & Co., Rochester, N. Y.

Ellwanger, Garden's Story.
Ellwanger, Story of My House.
Ellwanger, Pleasures of the Table.
Gibson, Our Native Orchids.
Niles, Bog Trotting for Orchids.
Carroll, Alice in Wonderland, illus. A. E. Jackson.

Charles Scribner's Sons, 5th Ave. at 48th Street,
New York

Alford, H., Letters from Abroad.
Altsheler, Guthrie of the Times, Doubleday.
American Journal of International Law, vol. 1 to
date, Baker, Voorhis.
American Journal of International Law, Supple-
ment Official Documents, vol. 1 to date, Baker,
Voorhis.
Coppee, Henrietta, Ed. in English.
Hall, G., Far from To-day, Little, Brown.
Hall, G., Foam of the Sea, Little, Brown.
Hall, G., Truth About Camilla, Century.
Hall, G., Hundred and Other Stories, Little, Brown.
Hall, G., Truth About Camilla, Century.
Hall, G., Unknown Quantity, Holt.
McCurdy, E., Roses of Paestum.
Meredith, Diana of the Crossways, Boxhill Ed.
only.
Norris, A Man's Woman, Doubleday.
Norris, Blix, Doubleday.
Norris, Deal in Wheat, Doubleday.
Orczy, Scarlet Pimpernel, Putnam.
Peasant Art in Austria-Hungary.
Williamson, Guests of Hercules, Doubleday.
Allen, J. A., Monograph on American Bison.
Architecture, November, 1920.
Barr, A Daughter of Fife, Dodd.
Bernard, Happy Days.
Birstingl & Pollard, Corot (Little Books on Art
Series) McClurg.
Bourke, J. G., A Winter Campaign in Wyoming.
Bourke, J. G., Mackenzie's Last Fight with the
Cheyennes.
Braddon, Lady Annesly, Burt.
Bragdon, Beautiful Necessity.
Brewer, A Short History of France.
Chase, History of Dartmouth College and Town of
Hanover, 1892.
Choate, Works, with a Memoir of His Life, by
Brown, 2 vols., latest ed., Little, Brown.
Classics in Art Series:
Titian.
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Cleveland, G., Writings and Speeches, selected and
edited by Parker, latest ed., Cassell.
Clifford, Aunt Anne, Harper.
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Dixon, Men and Things.
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Dunning, Essays on the Civil War and Reconstruc-
tion and Related Topics, Macmillan.
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ods, latest ed., Century.
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 Irving, Alhambra, Hudson ed., Putnam.
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 Job's Comforter, A Comedy Monologue.
 Johansen, With Nansen in the North, Amsterdam.
 Jordan, Art of Short Story Writing Simplified, last ed., Hannis Jordan.
 Kiser, The Land of Little Care.
 Leighton, Olaf the Glorious, Scribner.
 Lincoln, A., Writings, edited by Lapsley, intro. by Roosevelt, Constitutional ed., 8 vols., latest ed., Putnam.
 Mahan, Major Operations of the Navies in the War of American Independence, Little, Brown.
 Merrick, Conrad in Quest of his Youth, limited ed.
 Miller, Less Than Kin, Holt.
 Mills, E., How to Prepare Essays, etc., Stokes.
 Mordaunt, Bellamy, Lane.
 Pain, Short Story (Art and Craft of Letters), last ed., Doran.
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 Ricci, Louis XVI. Furniture, Putnam.
 Roosevelt, Theo., Works, Dakota ed., 16 vols., latest ed., Putnam.
 Ross, J., Original Religion of China.
 Social Democratic League of America, A Program of Social Reconstruction, Soc. Dem. League of Amer.
 Sollas, Ancient Hunter, Macmillan.
 Stevenson, Velasquez.
 Story, Commentaries on the Constitution of the U. S. by Bigelow, 2 vols., latest ed., Little.
 Symons, A., Cities of Italy, Dutton.
 Tolstoi, Twenty-three Tales, Funk.
 Toynbee, Life of Dante.
 Trowbridge, Home School, Houghton.
 Trower, H. E., Book of Capri.
 Trumbull, H. C., Friendship the Master Passion, Scribner.
 Valentine's Manual, 1844-45.
 Van Dyke, School of Life, Scribner.
 Wells, Literature of American History, Supplement for 1900-1901, latest ed., Houghton.
 Clay, Works, ed. by Cotton, 10 vols., latest ed., Putnam.

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 Tomlinson, Sea and Jungle, 1st.
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 Morley (Chris), Parnassus on Wheels, 1st.
 Morrison, Tales of Mean Streets.
 Gissing, New Grub Street.
 Smith (L. P.), The Youth of Parnassus.
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 James, Along the Friendly Way.
 Madach, Tragedy of Man, trans. by Loew.
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 Chas. Dickens, Reprinted Pieces.
E. L. Shettles, 1240 Allston St., Houston, Texas
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 Yoakum's History of Texas.
 Molly Maguires, Anything on.
 Texas Books and Pamphlets.
S. D. Siler, 930 Canal St., New Orleans
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 Munsterberg, On the Witness Stand.
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 London Art Journals, Virtue & Co., 1882 to 1913 also 1911, 1912, 1913.
 Salons, Goupil, 1880 to 1888, also 1897, English text.
 Morgan, J. Pierpont, Catalogues of Bindings, Royal English and French, also Early Printed Books.
Edw. P. Smith, 180 Linwood Ave., Buffalo, N. Y.
 Hans Anderson, Fairy Tales, trans. by H. L. Brackstad; ill'ed. by Hans Tegner; Queens Edition, Heineman, London, 1909; clean sound copy; intro. by Gosse.
Estate of George D. Smith, 8 E. 45th St., New York
 Brander Matthews, Ballads of Books.
 Biographies of Frances and Morgan Lewis, pub. by Randolph & Co., 1877.
Smith Brothers, 470 13th St., Oakland, Cal.
 Photography in Color, by Bolas, Tallant & Senior.
 Natural Color Photography, by Dr. Konig, trans. by E. J. Wall.
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 Memoirs of S. S. Prentiss, two vols.
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Spon & Chamberlain, 120 Liberty St., New York
 Carpenter & Leask, Manufacture of Soap.
P. Stammer, 61 Fourth Ave., New York
 Henderson, Life of Stonewall Jackson.
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 Amer. Breeders Magazine, vols. 1 to 4 (any).
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 Journal of Geography, vols. 1 and 2 (any nos.).
 Kirk, Charles the Bold, 3 vols., Lipp.
 Landscape, Architecture, vols. 1 to 10.
 N. Y. Academy of Science Annals, vol. 16, pt. 1.
 Ross, Theory of Pure Design, H. M.
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 Stetson, Phases Corporate Financing, Mac.
 Tyler, Life of Roger B. Taney.
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- W. K. Stewart Co., Louisville, Ky.**
 Letters to Unknown Friends, Lyman Abbott.
- W. K. Stewart Co., 44 E. Washington St., Indianapolis, Ind.**
 Caxtoniana.
 Henry Maudsley, Physiology of the Mind.
 Margaret H. Potter, Istar of Babylon (Harper pub.).
 Spurgeon, C. H., Autobiography, 4 vol. (pub. by Marshall Brothers, London).
 Riis, Theodore Roosevelt the Citizen.
 A. W. Thayer, Life of Beethoven, in 5 vols.
 M. D. Webster, Quilts: Their Story and How to Make Them (pub. by Doubleday).
 Woodrow Wilson, Constitutional Government in the United States.
- H. Stone, 137 Fourth Ave., New York**
 Crockett, Almanacs.
 Early Amer. Newspapers.
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 American First Editions:
 Catherine, Osgood & Co., 1869.
 Chronicle of the Drum, Chas. Scribner's, 1882.
 Denis Duval, Harper's, 1864.
 Four Georges, Jas. O. Noyes, 1860.
 Haud Immemor, W. P. Kildare, 1864.
 History Sam Titmarsh, Harper's Library. Select Novels, 122.
 Great Hoggarty Diamond, Harper & Bro., 82 Cliff Street.
 Jeannes Diary, William Taylor & Co., 1846.
 Lovel the Widower, Harper Bros., 1860.
 Memoirs of an Amer. Family, by Mrs. A. Grant, N. Y. 1901.
 Parnassus in Philadelphia, Peter Pindar, Jr., Phil., 1854.
 Rose and Ring, Harper & Bro., 1855.
 Rose and Ring, Cambridge, Mass., 1880.
 Roundabout Papers, Harper & Bro., 1863.
 Stubbs Calendar, Stringer & Townsend, 1850.
 Tales of Two Cities in parts.
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 Book of Daniel Drew.
- Syracuse University Book Store, 303 University Pl., Syracuse, N. Y.**
 Chas. Bell's Nervous System of the Human Body, published by Renshaw, 1844.
- Lewis M. Thompson, 29 Broadway, New York**
 Delafield, Biography of Francis and Morgan Lewis.
 English Notes, Boston Daily Mail Office, 1842.
- Thoms & Eron, Inc., 34 Barclay St., New York**
 Cushing, Pituitary Gland, Lippincott.
 Pike, Barren Grounds of Northern Canada.
 Life of Alfred Lyttleton.
- Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.**
 Democracy, Leisure Hour Series.
 Opal, Hoover.
- Union League Club, 1 E. 39th St., New York**
 Hill, F. T., Story of a Street.
- University of Oregon Library, Eugene, Ore.**
 Westminster Review, June, 1909.
 Moore, J. W., American Congress, 1774-1895.
 Adams, Sarah Holland, The Life and Times of Goethe.
 Woolley, Helen, The Application of Experimental Psychology to the Problem of Vocational Guidance.
 U. S. Bur. of Educ. Bull., no. 30, 44 (1914).
- Arthur P. Van Horn, 913 Main St., Dallas, Tex.**
 Christian Barentsen Van Horn and His Descendants, by C. S. Williams, New York, 1911.
- A. C. Vroman, Inc., 329 E. Colorado St., Pasadena, Cal.**
 Frankenstein, by Shelley, pub. Dutton.
- John Wanamaker, New York**
 Four Anchor, by Lyman Abbot, four copies.
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 Huneker, Painted Veils, 1920.
 French, American Silversmiths, 1917.
- Western Book Concern, 820 Winnebago, Milwaukee, Wis.**
 Britannica, 1895, 28 vols., ½ mor.
 Barnes' Notes.
 Spurgeon Sermons.
- J. I. Williams Book Co., 24 Pearl St., Worcester, Mass.**
 Half Tone by the Enamel Process, by Rob. Whittet.
 Spirit Slate Writing.
- Williams Bookstores Co., under the Old South Meeting House, Boston, Mass.**
 Adams, C. L., Descriptive Geometry, vol. 3.
 Adams, John Quincy, Questions of Erie.
 Altgeld, John P., Live Questions.
 Ade, George, Artie.
 Amstutz, N. S., Photoengraving, pub. Inland Printer.
 Black's, A. C., Happy England.
 Bourdillon, F. W., Ailes D'Alouette, pub. Robert Bros., 1892.
 Bridl, Arthur, Internal Secretary Glands.
 Brown, Wm. H., Story of a Bank.
 Brownson, Orestes A., Anything on or by.

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 Cruetzet's Atry-Audic, in English.
 Dana's The Master Mind.
 Davidson's Commentaries on Book of Hebrews.
 Dearborn, George Van Nest, Textbook of Human Physiology.
 Descartes's Works (Haldane & Ross, tr.), Putnam, 1913.
 Doyle, Conan, The Lost World.
 Forty Years an Advertising Agent, Rowell.
 Fichte's Science of Knowledge (Kroeger, tr.), 1869 or later.
 Frazer's The Golden Bough.
 Gracian, Baltasar, The Art of Worldly Wisdom, trans. by J. Jacobs.
 Half Hours with Morphy, pub. Brentano.
 Hard's The Mushroom Edible and Otherwise.
 Harsbrough, E. M., Modern Instruments and Methods of Calculation.
 Hart's Rhetoric.
 Hegel's Logic (Wallace, tr.), 2 vols., 2nd ed., Clarendon Press, 1892.
 Hegel's Phenomenology of Mind (Baillie, tr.), 2 vols., Mac., 1910.
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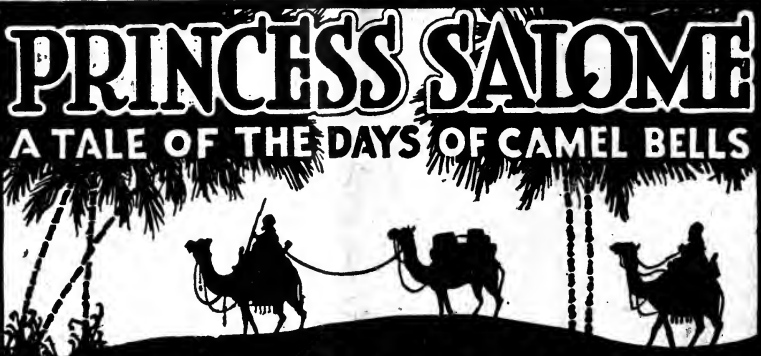
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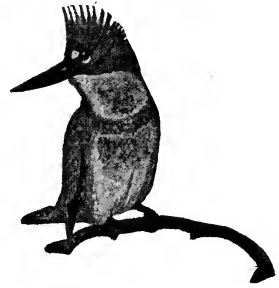
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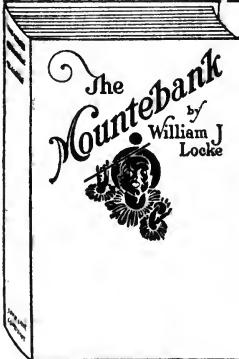
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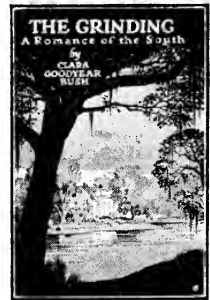


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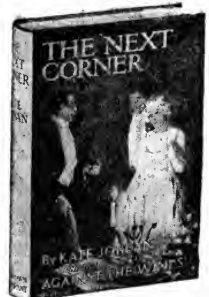


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Mrs. Hill's novels have been best sellers for fourteen years. She tells a rattling good romance and nothing unsavory ever creeps into her stories. This is the strongest and longest piece of work from her pen. It tells of John Treeves, how in seeking after God he finds Patty Merrill, and helps to clear the mystery that surrounds her life as well as the mystery of a death. Frontispiece. \$2.00.

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Author of the "Phoebe and Ernest" Books

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By *Ethel M. Kelley*



BEAUTY AND MARY BLAIR is a penetrating study of the girl of to-day in the form of a very delightful story. A good many Mrs. Grundys have been holding up their hand in horror over the actions of the younger generation, but Miss Kelley, instead of getting excited over their faults and failings, calmly puts a typical specimen under the microscope for the reader to see. The *Dial* calls it:—"a novel full of secret beauty and an extraordinary instance of the possibility of writing a profound study of adolescence without forsaking for a moment the delicacy and humor of an entertaining story." \$2.00. Published by HOUGHTON MIFFLIN CO.

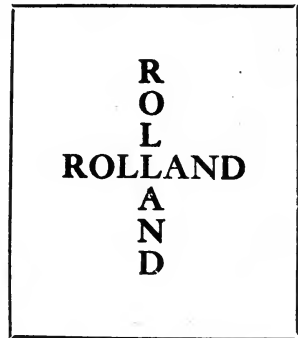
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By *Romain Rolland*

This new book comes to us out of the war after five terrible years during which the author suffered much for the sake of his principles. In spite of the author's denial no sympathetic reader can help seeing Rolland, himself the idealist, battling heroically against the most overpowering forces of reality. In mentioning this book, do not forget the popularity of Rolland's "Jean-Christophe," which has gone into sixteen printings. \$2.00.

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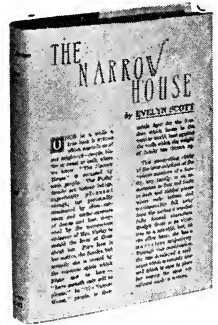


THE NARROW HOUSE

By *Evelyn Scott*

This novel has created a furore. It is likely to be the most talked-about novel of the season. Sinclair Lewis, author of "Main Street" says: "Salute to Evelyn Scott! THE NARROW HOUSE establishes her vision and her workmanship. She belongs, she understands, she is definitely an artist. THE NARROW HOUSE is an event; it is one of those recognitions of life by which life itself becomes the greater." *Third edition.* \$2.00.

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JAKE

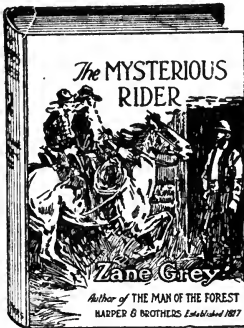
By *Eunice Tietjens*

This is one of the finest novels ever written. A sweet-tempered woman, Ruth, tells the story of her friend Jake, a newspaper artist, who is torn between his devotion to his selfish mother and his love for his second-rate wife, who are fiendishly jealous of each other and who gradually destroy him. It is beautifully written—a true masterpiece that Hawthorne or O. Henry or Balzac might have written. You will make no mistake in recommending this book warmly. \$2.00.

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The West in Fiction



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Published by HARPER & BROTHERS.

VAL OF PARADISE

By *Vingie E. Roe*

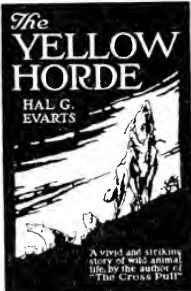
Author of Tharon of Lost Valley, etc.

"Val" is a fearless, beautiful girl, the idol of all the cowboys on her father's great ranch, called "Paradise." She can ride and shoot, and if necessary—flirt; in short she is just about everything a vigorous, lovely, young out-of-doors girl ought to be. Velantrie of the Border is something out of the ordinary in the way of a man, even in a country of recklessly brave men. But the course of true love in the case of Val and Velantrie is more than usually rough. There are holdups, vigilance committees, gallop of horses' feet and popping of pistols, the whole making a thrilling story of life in the far Southwest on the turbulent Mexican border. \$2.00.

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By *Hal G. Evarts*



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Published by LITTLE, BROWN & COMPANY.

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By *Kennett Harris*



The author is widely known as a writer for many popular periodicals, particularly as a contributor to the *Saturday Evening Post*. "Meet Mr. Stegg" is Mr. Harris' first book. It is a collection of his best short stories woven into a consecutive whole around the engaging and picturesque character of Mr. Stegg, the old bullwhacker of Elder Station. It is a colorful and highly amusing narrative. To know this book is to know Mr. Stegg, and to know Mr. Stegg is to know the West, its romance, its philosophy and its thrills. Some reviewers have compared Mr. Harris'

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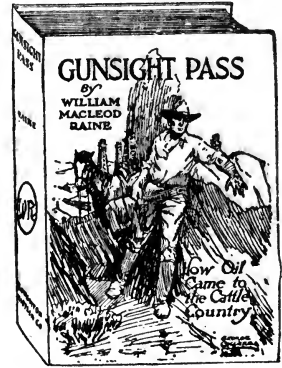
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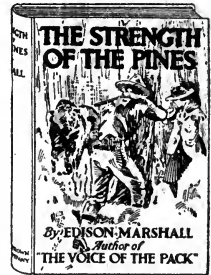
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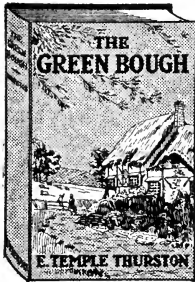


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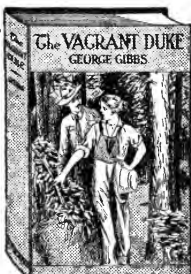
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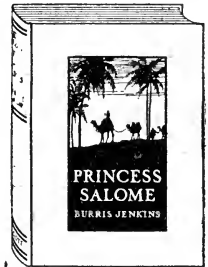
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HELL'S HATCHES



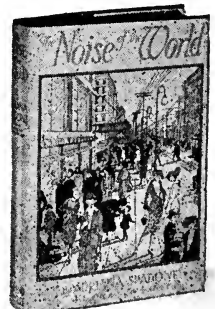
BY LEWIS R. FREEMAN

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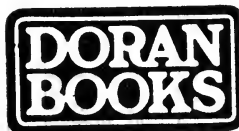
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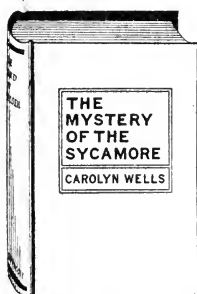


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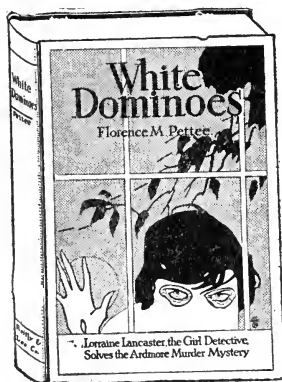


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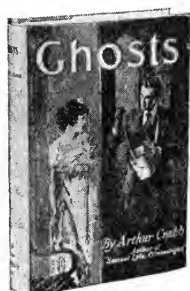


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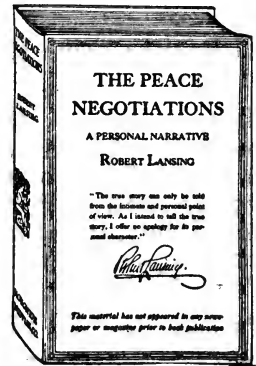
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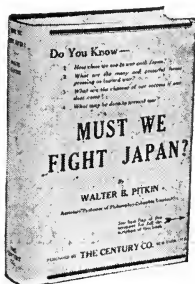
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the
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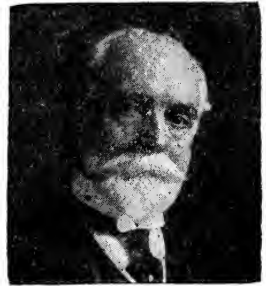
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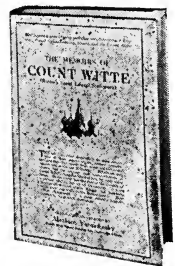
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Translated and edited by Abraham Yarmolinsky

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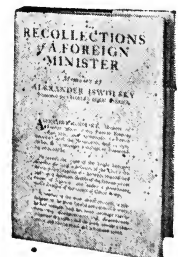


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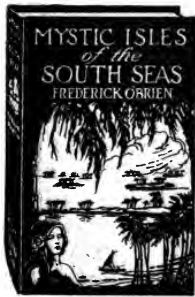
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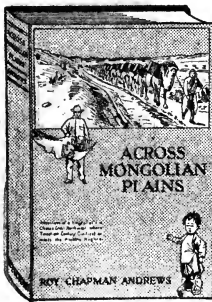


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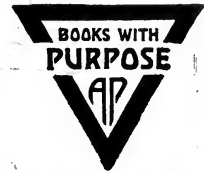
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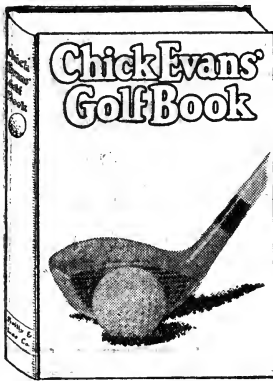
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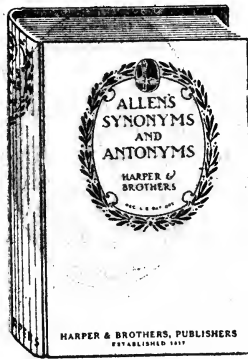


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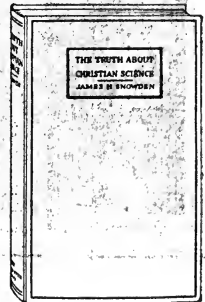
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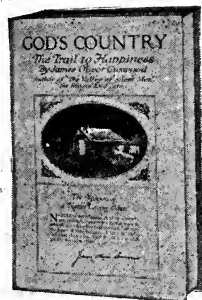
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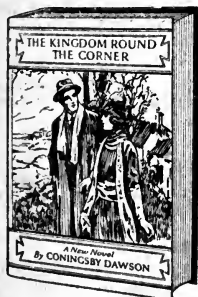
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 9, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Employer and Employee

THERE is no problem before the nation to-day that is more important than an improved adjustment between labor and management in industry. Much progress has been made in this field in recent years, and in spite of the reactionary conditions in such industries as steel and coal mining, no one is more conscious than the book-trade of the careful thought that is being given to this great human problem, as it is the book-trade, that supplies the readers or students of the day with the material for their study of employment conditions.

The tremendous depreciation in the value of currency caused by the war could not do otherwise than to leave a most difficult readjustment to be made as things regained their steadier basis, and it would be a great misfortune to all industries if the readjustments which become necessary should seriously mar the improving relation between management and labor. In spite of the prevalent belief on the part of labor that all management is grasping and needs to be fought with tooth and nail, and in spite of the frequently expressed opinion by managers that the unions clog production and use unfair methods of warfare, there has been growing a better mutual appreciation of the needs of both sides, and in the important conferences that are coming, now that the 44 hour issue is to the front and reduction in pay insisted upon, the wisest leaders should become spokesmen, in order that disturbance may be avoided.

The story of how May 1st came to be recognized as a time when the 44 hour week would go into effect in printing is a long and an extremely complicated one. The fact is that, while it was talked of at the time when New York's agreement was made as a thing that would by this time be in effect, the whole country over, there really is no expectation of its coming except in New York, Chicago and one

or two other cities. In the meantime, conditions have changed in all the industries, so that the most ardent union men could hardly claim that the employers or users of printing were making an unfounded argument when they say that a reduction of hours with equal pay would be an industrial impossibility at this time. An increase in cost simply cannot be passed on, and the unions ought to accept the approach of the employers on this point with the realization that the employer has no alternative but to make the demand for relief; and if not relief in hours then a relief in wages that will bring costs down.

The binders have a still less definite arrangement with their employees, than the Employing Printers, yet the Employing Binders' Association consists of business men who feel themselves morally bound by the kind of agreement that does exist. If their request for reconsideration of this is not taken at its face value by the unions, these employees will be greatly misjudging conditions, and binding business will go out of New York at a rate that will greatly endanger any future health in this industry for some time to come. Negotiations on these crucial issues will be going forward rapidly in the next month, and each side should give the other full credit and wish only well to the general prosperity of both management and labor.

The Photo-Engraving Rates

OF all the many cost increases that have come to the book publishing trade in the last few years, none has been so aggravating in its character and the form of its support as that which has been pushed forward in the photo-engraving trade. The cost of photo-engraving not only increased to two or three times its former rates, but the arrangement by which this was obtained was peculiar to that industry.

The Photo-Engravers' Union, in endeavoring to get further increases in wages, put forward the argument that no employer could give proper working conditions and proper wages to his trained engravers unless that employer adopted as a minimum scale for charges to his customers the rates which they then outlined. The producers adopted this scale, and any complaint by their customers as to these rates left them with the argument that, after all, the rates were not of their making, and that they could be in no way held re-

sponsible. The shops that were organized in this plan constituted nine-tenths of the product of Manhattan.

It seemed obvious that there had in this way developed a corporation and monopoly which was entirely in opposition to our anti-trust legislation, and yet, being a monopoly of production and not of product, could not be covered by any law on the statutes. There has been passed by the legislature at Albany the Meyer-Martin Bill, which is intended as a method of ending this grave abuse, which very fortunately has not spread to any other field.

This Bill will extend the Donnelly anti-Trust Act in such a way as to save the publishers from being the victims of the monopoly created by this agreement between labor unions and their employers.

A Year of Weddings

THE booksellers have been discussing in their Year Round Bookselling campaign plans for increasing the prominence of books in the field of wedding gifts. The Government Census-Bureau seems to be prepared, from the recent dispatches from Washington, to prove that this is to be an exceptional year for that class of business. Its estimate is that 100,000 marriages will be celebrated during the month of June alone. The government suggests that the decrease in the cost of living is responsible for the increase in weddings, but, whatever the cause, a vista of 100,000 wedding present displays into which to bring books as a companion piece to berry spoons and rose bowls offers an unusually interesting campaign for booksellers in all communities.

The Travelers' Expenses

RETAILERS are generally reported as proceeding carefully with buying and relying heavily on mail orders to pick up material needed in order to reduce stock and work for a quick turnover. This is undoubtedly the well advised method and is bringing results, as from numerous directions come reports that stocks are well in hand and business picking up steadily. The publisher on his part is proceeding in somewhat the same way, keeping his list low, manufacturing cautiously and also buying paper just as cautiously.

One unavoidable difficulty in this method of retail buying is that travelers' expenses, in proportion to orders received, are running up heavily, railroad fare, hotel bills—all are heavier than ever before—and there has been no reduction in these items in the decline reported of the general cost of living. Retailers, realizing that the publisher's overhead is part of the problem of controlling book prices, can make some contribution to the problem by giving the traveler every facility for prompt handling of business, by having stock orders checked in advance and by giving the traveler as prompt attention as possible in order that there may be short visits and many accounts covered. There is a feeling of togetherness in the book-trade that could be augmented by such moves as this.

American Book Exporters May Suffer Serious Loss

IN order that books may pass the English Custom House, there must be stamped on each book the words "Printed in U. S. A." This is an old regulation made under the Merchandise Marks Act of 1887, but information from London indicates that some American publishers have been careless in providing for this imprint, and the Commissioners of Customs have given word that "they will not be prepared to deal leniently with any further importations."

Hitherto (under protest, of course), these Custom authorities have permitted the English importers of these books to go to the docks and stamp each book with the words, "Printed in U. S. A.," but this was a troublesome proceeding at best and is not to be allowed. The alternative to such proceeding would seem to be confiscation, and one publisher has already written to American publishers that they can accept no responsibility for any books shipped to London which do not bear the printer's imprint or the words, "Printed in U. S. A.," and also gives word that any orders for American books are placed with that understanding.

American publishers who do much exporting have usually formed a habit of putting this needed line on the back of the title page, and the same thing can be accomplished by having the printer put his name on the entire edition, intended either for American or English consumption.

In England all books carry the printer's mark under an old ruling dating from the days when printers were suspected of too much freedom. The rule now is of real value and also of interest to readers. It might well be that if in America every printer carried his imprint on the books manufactured there would be a stimulus to better standards of book-making.

The Story of Paper

By Benjamin S. Van Wyck

III. Early Days of the Industry in America

[This is the third in Mr. Van Wyck's series on the history of the paper making industry. The first article, "From Papyrus To Machine Made" appeared in the January 22 number of the PUBLISHERS' WEEKLY; and the second, "Paper Making in England," in the February 26 number. The fourth instalment continuing the story, with special attention to the manufacture of book paper in America, will be published within a few weeks.]

IN the early Colonial days we imported practically all of our printed matter, and all of the paper used for any purpose whatsoever was brought from the mother country, until shortly after 1690 when the first paper mill in America started to produce paper of an inferior quality. In general, the colonies were interested in the establishment of manufactures of such products as iron, grain and leather. These staples constituted the first efforts of our manufacturers, and rightfully they should. Boston and Philadelphia were the leading printing centers and naturally the first paper mill would be near one of these points.

First Mill at Germantown

Altho the imported paper amply took care of the needs of the colonial printers and publishers, there were some that chafed at the delay that occasionally attended the delivery of it from overseas. William Bradford was an ambitious printer of the day and his popularity with the leading business men of the city of Philadelphia made it possible for him to promote the interests of a paper maker, William Rittenhouse, by name, who had learned the trade in Germany and later became a registered paper maker in Amsterdam, Holland, and had finally emigrated to America. Bradford, the printer, Rittenhouse, the paper maker chose a spot in Germantown for America's first mill, and to-day the property is part of the Fairmount park system of the city of Philadelphia. The enterprise was a success from the start. Bradford took his share of the stipulated percentage of the profits in the form of finished paper, and personally took no part in the active management of the mill. Rittenhouse ultimately became sole owner. No record states how much nor how good a quality of paper was produced. The Rittenhouse water-mark appears in copies of the *American Weekly Mercury* of Philadelphia as late as 1720. This newspaper was owned and operated by Andrew Bradford, a son of William who assisted Rittenhouse to establish himself in the mill on the Wissahickon creek.

In New England an act for the encouragement of paper making was passed by the court of the province on September 13th, 1728, which gave the exclusive privilege to Daniel Henchman, Benj. Faneuil, Thos. Hancock, Gillman Phillips and Harvey Dering of producing paper in the province of Massachusetts, pro-

viding that the product was manufactured in a given time, of a stipulated quality, and even the quantity was specified. All of the men mentioned were relatives with the exception of Dering and all were interested in the printing, publishing, and bookselling businesses. The mill was located in the town of Milton and from the records it appears its career was a checkered one.

The Ephrata mill at Lancaster, Pa., conducted by the German Pietists who lived under monastic rules was one of the many industrial activities of the sect. The paper produced carried a curious water-mark, the design of which was Latin cross supporting two keys surrounded by a border bearing the words, Zion, at the top and Efrata, at the bottom. The keys represented a mystical book of the 17th century, "The Keys of Solomon" which was cherished by the Pietists.

Many of the Colonial paper making ventures received aid from their respective provinces and practically none was a success from a financial viewpoint. Practical paper makers had not migrated to this country and the few that did were forced to teach the art to workmen who were poorly paid, as the industry at the start was not a paying one. The British manufacturers were not in sympathy with the colonial movement to establish home industries and as a consequence did everything in their power to thwart the growth of any manufactory that might shut out goods produced in England.

In 1748 the needs of the publishers became so pressing for paper that neither the English, Continental nor Colonial mills could meet the demand. The situation became so serious with the newspapers that some suspended for weeks at a time and others resorted to expedients such as cutting down the size of the page and doing away with the unprinted margins. In Boston a large quantity of Papal Bulls which were salvaged from a Spanish sailing ship, altho printed on one side, were used by Thomas Fleet to reproduce in printing the popular songs of the day. This particular paper was reported to be of an excellent quality, far superior to any produced in the colonies.

Rags and Wags

Paper became very scarce occasioned by the demand and the lack of rags. As has ever been the condition in the paper industry the need of the basic raw material then was just as acute as it is to-day. We are worried about the wood supply; they were worried about the rag supply. Advertisements were put out in the form of hand-bills and appeared in the newspapers. One poetic individual tried to snare the supply from the rag bags with the following skit:

"Sweet ladies, pray be not offended,
Nor mind the jest of sneering wags
No harm, believe us, is intended,
When humbly we request your rags.

"The scraps which you reject, unfit
To clothe the tenant of a hovel,
May shine in sentiment and wit,
And help to make a charming novel.

"The cap, exalted thoughts will raise,
The ruffle in description flourish;
Whilst on the glowing work we gaze,
The thought will love excite and nourish.

"Each beau in study will engage,
His fancy doubtless will be warmer,
When writing on the milk white page,
Which once, adorned his charmer.

"Tho' foreigners may sneer and vapor,
We no longer forc'd their books to buy
Our gentle belles will furnish paper,
Our sighing beau will wit supply."

The southern colonies were particularly hard hit as few mills were established there, and when one was opened shortly after 1776 the following notice was put in the newspapers to awaken interest in supplying rags:

A Colonial Publicity Campaign

"By our unhappy Contest with Great Britain, and the Necessary Restrictions on our Trade, Paper has been an Article for which we, in this State, have much suffered, for though there are many Paper Mills in the Northern Colonies, where Paper is made in great Perfection, yet, by the Interruption of the Colony Trade by Water, the Southern Colonies have experienced a very great Scarcity of that necessary Article. To remedy this Evil and throw in their Mite towards the Perfection of American Manufactures, the Proprietors of a Paper Mill just erected near Hillsborough, in Orange County, give Notice to the Public, that their Mill is now ready to work, and if a sufficient quantity of Rags can be had, they will be able to supply the State with all Sorts of Paper. They therefore request the favor of the Public, and more particularly the Mistresses of Families, and the Ladies in general, whose more peculiar Province, it is, to have all their Rags and Scraps of Linen of all Sorts; old Thread Stockings, Thrums from their Linen Looms and every kind of Linen, is useful. As this undertaking is Novel, saving of Rags may perhaps be thought too trifling, and below the Notice of the good Matrons of the State; but when they consider they are aiding and assisting in a necessary Manufacture, and when the young Ladies are assured, that by the sending to the Paper Mill an old Hankerchief, no longer fit to cover their snowy Breasts; there is a Possibility of its returning to them again in the more pleasing form of a Billet Doux from their Lovers, the Proprietors flatter themselves with great Success. Persons in the several Towns and Counties in the State will be appointed to receive Rags, for which a good price will be given."

During the War of Independence paper production came to a standstill and finally all men in the combatant service, who were skilled in paper making were forced out of the army and

returned to their tubs. The Assemblies were slow to understand the seriousness of the need for paper, and it became necessary for various business organizations to submit petitions emphatically stating what should be done, then and then only was any action taken. One of the serious yet amusing incidents was the shortage of paper for use in cartridges. In Philadelphia one searcher found an attic full of printed sermons as well as a number of unbound copies of Fox's "Book of Martyrs," the combined lots were used as covering for hot shot delivered to the enemy. Various documents of the Army of the Republic refer to the shortage of paper and some of minor importance were written on the white margins of printed pages.

The paper of the colonial period was of poor appearance, a dirty color and of a rough surface. An examination of books printed in America on domestic paper shows the backwardness or lack of skill of the industry. There is one good feature, however, that is, the paper endured altho a certain amount of discoloration has occurred which is probably due to careless handling in allowing the pages, or the whole book, to be exposed to natural light. It is not surprising that the industry was backward in development when it is considered that a few expert workers with inferior moulds and inexperienced helpers were forced to all sorts of expediences to produce sheets of paper of any kind.

Appeal for Protection

Shortly after 1790, one hundred years after the Rittenhouse mill was built on the Wisahickon, there were two hundred mills in seventeen states producing hand-made paper. In that year 425,521 reams were produced at a value of \$690,000. Eleven standard sizes of paper ranging from 26½ x 33 to 14¼ x 16¾ seemed to meet the needs of the publishers and printers. These mills started agitating the subject of protection from foreign competition, and in 1809 Albert Gallatin, Secretary of the Treasury, was called upon to take a census of the industry and to determine if protection were necessary. The second war with England came so quickly that all legislation was dropped for the time being. During 1816 the question was revived and resulted in a duty of thirty-five per cent being established, but it was not sufficient to keep out the industrial invaders for the next two years. The introduction of the cylinder machine at the Gilpin mill at Wilmington, Del., in 1819 and elsewhere placed the American manufacturers in a better position as they were much quicker in establishing the machine-made product than was possible in the British market. Their hand-made grades were much superior to those made by our vatmen, and we, therefore, had less resistance to overcome in introducing the machine qualities.

The Gilpin mill was the first one in the United States to produce paper commercially by machine in continuous lengths. This particular equipment was of the cylinder type and

its career as a producer of quality book paper was settled when the first Fourdrinier machine was imported for the Beach Hommerkin and Kearny mill at Saugerties, N. Y., in 1830. The credit goes to the Smith and Winchester Manufacturing Co. of South Windham, Conn., for the building of the first Fourdrinier in this country. With the introduction of machine paper the price declined sharply, and the production of printed matter increased beyond the wildest dreams of the publishers. To give you an idea of the development of the paper industry after the advent of machinery the census of 1850 revealed that there were 700 mills, 100,000 operatives and the mills required 405,000,000 pounds of rags. England, the same year, consumed 440,000,000 pounds.

The latter part of the 19th century saw the

breaking up of the paper industry into divisions such as groups of writing, book wrapping, tissue, board and cover paper mills, each an industry in itself. In 1854 the beginning of the end of rags for general use in paper making was forecast when Hugh Burgess and Charles Watt introduced the caustic alkaline process of treating wood which is, to-day, commonly known as the soda pulp process. Between 1870 and 1884 the sulphite process discovered by Tilghman of Philadelphia and perfected by Fry and Eckman of Sweden made possible the production of an all wood fibre sheet that brought the price of paper to a figure, permitting printed matter to be produced in volume. From now on we shall deal exclusively with the papers used in producing books and the advantages some have over others.

Canadian Authors Oppose New Copyright Law

By Frederick D. Hartman

IT has often been demonstrated in many different connections that any act performed solely for selfish interest or for the purpose of "getting even" will very frequently react against the very people it is intended to protect. Such would appear to be the case with the Amendment read before the Canadian Parliament February 21, 1921, as Bill 12—An Act to amend and consolidate the Law relating to Copyright. This Bill, apparently proposed and supported by the Department of Trade and Commerce is a direct slap at the United States Authors and Publishers for the purpose of getting even with them for the "Manufacturing Clause" which demands that an author before obtaining copyright in the United States must have his work printed and bound within the United States.

The United States is practically the only civilized nation not a party to the Berne Convention which first met September 9th, 1886, and last met November 13th, 1908, and formed reciprocal copyright laws between the contracting nations. Canada has been a party to this convention thru her allegiance to the United Kingdom, and it has been possible for American authors to obtain protection for their works in Canada by simultaneously offering them for sale in England with their publication in the United States. But, as before stated, a Canadian author must have his work printed and bound in the United States before receiving protection there.

In 1906 the Canadian Parliament passed a copyright act which gave the Canadian publishers the right to publish any outside work and receive a Canadian copyright, providing the work was printed and bound in Canada, but it did not prevent the importation of foreign works and the sale of a book in Canada is so small as compared with the sale in the United States, this did not form an effective weapon with which to combat the American "Manufacturing" clause. The amendment just referred to which is now under consideration

would prohibit the importation of American works and license pirating of any American book by the Canadian publishers and give them protection for fifty years.

It gradually dawned on the Canadian authors, who represent the makers of all copyrightable material that this would react more severely against themselves, as their greatest sales were made in the United States. Accordingly in response to invitations sent out from the office of the *Canadian Bookman* over one hundred and fifty of the Canadian authors met in Montreal, March 11th and 12th and formed a permanent organization to be known as the Canadian Authors' Association. This organization, with John Murray Gibbon as its president, appointed a committee to be known as the copyright committee to study the new amendment and to bring before Parliament the views of the Canadian Authors' Association with a view to supporting or opposing the new amendment as they saw fit.

This committee consisted of: Arthur Stringer (Chatham, Ont.), Madge Macbeth (Ottawa), R. J. C. Stead (Ottawa), Warwick Chipman K. C. (Montreal) and John Murray Gibbon, acting ex-officio. This committee has visited Ottawa and given the matter careful study and formed its report, part of which is quoted below.

While appreciating the friendly intention of the Government to improve existing copyright conditions in Canada, we have come to the unanimous conclusion that this Bill in its present form contains proposals which, if carried out, would result in grave injustice to the Canadian author, which are not in accordance with international comity, and which do not conform to the recognised interpretation of Copyright, namely "in law, the right, belonging exclusively to the author or his assignees, of multiplying for sale copies of an original work or composition in literature or art."

This Bill proposes to establish formalities in contravention of the spirit and letter of the

Revised Berne Convention set out in the Second Schedule to this Act. (c. f. article 4, page 26.) The new proposals would result in Canada being ranked as an outlaw nation in regard to International Copyright, an embarrassing situation in view of Canada's adherence to the League of Nations.

The licensing clauses in this Bill deprive the author of his right to make his own terms with the Canadian licensee, hand over that right at an arbitrary figure under conditions which would permit the licensee to garble or abbreviate the work without the author's consent, to publish it in a cheap edition without regard to appearance, and to prevent the production or importation of a correct or more presentable edition for a period of fifty years.

Serial Rights

So far as serial rights are concerned, the clauses are drawn up in evident ignorance of the conditions governing serial publication today, would produce disastrous confusion and would inflict grave hardship on a very large number of Canadian authors without conferring any benefit on Canadian literature . . . evidently aimed at the United States, it would deprive the American author of Canadian copyright unless or until the Minister granted that privilege, and would deprive the Canadian author of Canadian copyright if first publication of his work is in the United States, unless the Minister certifies the United States as a privileged nation—a withholding of privilege the continued withholding of which will jeopardize the profitable American market of many Canadian authors, a market which is frequently their chief source of income owing to the naturally small market in Canada itself.

This Bill destroys the reciprocal conditions on which the Canadian Author's right in the United States rests and thus automatically destroys the Canadian Author's protection in the United States, which is at present protected by the Convention between Great Britain and the United States as declared in the Presidential Proclamation of 1910.

Clause 8 of this section (proposed amendment) would permit the Canadian licensee to print without the author's consent a twenty-five cent edition on a two and a half cent royalty of a book which may be well printed (perhaps expensively illustrated) and bound, and is being marketed to his own satisfaction at \$1.50 to \$4.00, on a royalty of 10% to 25%, according to the popularity of the author. That twenty-five cent edition may be garbled and the licensee can prevent the later production or importation of the better edition for fifty years.

In the case of a new edition (which as regards text books is often vital to the reputation of the author) the licensee unwilling to go to the expense of new plates or revisions could prevent the author from issuing a new edition in Canada thru another publisher or importing the new edition printed outside Canada, thus injuring his reputation.

If this licensing system be adhered to in

spite of our contentions, these provisions must be amended so that in case of a book already otherwise printed: (1) the licensee shall be required to produce the author's work in a format equal in quality to that of the original publication unless with the author's consent to any other format. (2) the licensee shall not abbreviate or change the work without the author's consent. (3) the licensee shall pay at least the same royalty percentage as the author retains from the original publisher unless with the author's consent. (4) the licensee shall have the sole right to print such book in Canada for five years only, unless with the consent of the author to a longer period. (5) in cases where revised editions have been printed outside Canada, the licensee in Canada shall be required to print a similar revised edition, or forfeit his license.

The serial licensing system proposed by this Act might be interpreted to deprive a Canadian author selling a serial in the United States of all returns on his "second" and "third" serial rights, in his native country. Besides this, it prejudices a Canadian author before an American publisher, since it prevents the Canadian writer disposing of a product with a clear title, and inferentially bars from Canada any United States periodical containing that product. And it further injures the Canadian author because it not only limits his market, but gives to the magazine editor of his native country the opportunity to supply his fiction needs with material freely commandeered, under his licensing system, from American periodicals. Unfair also is the elimination of competitive bidding in an open market, and the abrogation of an author's traditional rights in his own product—as set out in the Berne Convention.

Motion Picture Rights

Commercially, today, the motion picture returns from a picturized novel far outweigh the book returns, very conservatively they might be stated to be, on the average, three times as great. This Bill fails to protect the author in this field, neglects to enunciate those rights, and fails to stipulate, as any such Act should, that these subsidiary or derivative rights, unless definitely and specifically stipulated or otherwise by special contract or agreement, repose and remain with the author.

The ambiguous wording of Sub-Section 1 of Section 19, in fact, might make the fifth and sixth lines refer to motion picture reproduction, but if this is the construction to be applied Sub-Section 2 of the same Section permits of the appropriation of these picture rights for the ridiculous price of two cents per print of the film. Obviously this sub-section should be redrafted, and the author's compulsion to dispose of valuable cinematographic rights should not be involved in his right of obtaining a copyright on the written, or literary, product of his imagination. The disposal of picture rights should remain untrammelled, with the author.

This Committee is firmly convinced that the

interests of Canadian authors would be best served by immediate adherence to the Revised Berne Convention, and to the Copyright Act of 1911 of the United Kingdom, in so far as its provisions are not rendered unnecessary by the provisions of the Canadian Copyright Act.

This Committee also reiterates its strong opposition to the licensing and importing clauses of this Bill, which it considers pernicious and out of place in a Copyright Act, the function of which is not the protection of printing but the protection of the author.

This Committee recognizes the disadvantages resting upon Canadian printing interests because of the manufacturing condition imposed by the United States, but submits that such disadvantages should not be and cannot

ultimately be remedied by making Canada an outlaw nation in matters of copyright. It suggests that such disadvantages might be removed by negotiation, and it expresses the hope that the Government will institute such negotiations with a view to insuring the property rights of an author in his work in all countries as other forms of property right are now universally recognized."

In an interview last week B. K. Sandwell, editor of the *Canadian Bookman* and Secretary of the Canadian Authors' Association, stated that so strong was the opposition of the authors to the proposed amendment that they proposed to fight it even at the expense of having the present copyright laws remaining unchanged.

Adventures of a Bookseller

By Ketch

"I THINK I will wait for you here," said Mrs. Shopper. "I am very tired, my dear."

"I'll only be a minute," answered Mrs. Didactic. "Here is a seat where you can rest."

Mrs. Shopper sank into the seat, while Mrs. Didactic continued down the store where she approached Mr. Ondeck and said,

"I would like a copy of 'The Deserted Village' by Laurel Ooze."

Mr. Ondeck almost lost his equilibrium.

"Do you—er—yes ma'am."

And he proceeded to produce a copy of Goldsmith's—"Deserted Village" in a cheap cloth edition.

Mrs. Didactic looked at it a moment, then said that it was not the one she wanted.

"No; this is not it."

"Oh. . . . By whom did you say?"

"Laurel Ooze. A small leather bound book. Do you not know it?"

"I'm afraid I don't. Is it something recent?"

"Don't you know?"

"Well, no ma'am, I don't seem to recall that author. But if you will wait a moment I'll look it up."

"Kindly send me somebody who knows something!" exclaimed his customer. "I have no time to waste while you look it up."

Mr. Ondeck called Miss Bittersweet of the general literature section.

"Do you know a book called 'The Deserted Village' by Laurel Ooze?"

"Oh, you mean Goldsmith's—"Deserted Village. don't you?" said Miss Bittersweet with a smile.

Mrs. Didactic flushed purple and tapped the floor with her foot.

"May I speak to the manager?" she said icily.

"Sorry, but he is not in town to-day," replied Mr. Ondeck.

"Well, is there anybody in this store that knows anything about books? Really this is

distressing! It seems strange that a bookstore should know nothing about books."

"I am sorry," said Mr. Ondeck abjectly. "But I am not acquainted with such an author. I suppose it is a parody on the original. Are you sure you have the correct author?"

Mrs. Didactic gasped.

"My dear sir, I saw the book last night! It is published by the Mifflin-Hutton Co., if that will help you any."

"Mifflin-Hutton Co?" said Mr. Ondeck. "I know of no such publishing firm. Could you mean the Houghton-Mifflin Co?"

"Young man!" cried Mrs. Didactic, "I did not come in here to be insulted! Kindly look it up in your catalog—if you have one."

Mr. Ondeck hastily ran thru the Houghton-Mifflin list of new books, but to no avail. Then he looked thru the general catalog under the author but found nothing, and was about to give up when a sudden thought struck him.

"Mr. Detail," said he, "who is it that makes those small leather bound editions of the classics that we had here at Christmas?"

"You mean those Ooze leather booklets? Crowell puts them out, and I think we have one or two left from Christmas."

A moment later Ondeck found the very volume he wanted, neatly boxed and bearing this superscription:

'Deserted Village'—Goldsmith . . . Laurel Ooze.

He hurried with it back to Mrs. Didactic who immediately identified it as the volume she sought.

"Ah! That is it," said she. "Wrap it up please."

A moment later she rejoined her friend at the door.

"My dear!" exclaimed Mrs. Shopper, "What a time you were gone!"

"What can you expect!" cried Mrs. Didactic. "These clerks in here know nothing. They had never heard of Laurel Ooze!"

"I know," said Mrs. Shopper, sympathetically. "They are hopeless!"

Bookshops and Decoration

THAT part of New York that centers around the section of Park Avenue and Fifty-Ninth Street is becoming increasingly one of the most active of bookselling districts, and many of the shops are worth close study as examples of shop planning.

The Neighborhood Bookshop at the corner of Park Avenue and Fifty-Sixth Street was opened by Lawrence Gomme this winter, and has already built up for itself a loyal clientele.

Altho in the midst of an area of imposing apartment houses, this particular block is one of older five-story buildings that was completely remodeled for business purposes. Mr. Gomme has leased the corner, and has about thirty foot frontage on Madison Avenue by fifteen on the side street. This gives a large window space, which has been most effectively used without sacrificing the need for floor area. The English method of bringing the window display shelves close to the glass has been used. Thus only a foot of the store depth is used, and hundreds of books brought close out, where they not only attract attention by their combined colors as one approaches from a distance, but by the jacket paragraphs and open pages when one is close up. Very carefully arranged reflector lights have been designed which throw a brilliant illumination down the whole front of these shelves at night. The display shelves inside have been built up from moveable sections two feet in width and about six feet high. These sections have been moved about and locked fast together to form wall cases and partitions until Mr. Gomme has worked out the arrangement best suited to his floorspace, and by means of careful classification a vast amount of stock is most attractively presented.

At one end room for the rarer items is marked off by bookshelf partitions, an arrange-

ment which gives a more quiet and intimate contact with out-of-the-way material. In this inner room are two chintz covered chairs that came from Dickens' house at Gadshill. One feature of the shelf display immediately attracts the eye of a bookseller, and that is the prominent price figures on the back of each wrapper. Mr. Gomme has found that people like to know the prices, and he has wished to avoid the oft-times marked out figures on the back of many wrappers. He has had price marks in bold half-inch figures designed, and these pasted on the wrappers make self-service easy.

Another interesting shop on a smaller scale is that opened this month by Miss Gardes at Park Avenue and Fifty-Ninth Street. This shop is an example of what can be done in a front small area by careful thought to fittings. The shop is about ten by fifteen and a few feet from one of the busiest corners. Four feet from the back wall has been built a partition with an arched doorway, leaving a work and storage room behind. The shelves are of most attractive brown stain, and the chief display is on these, the table in the middle being used for a few volumes that seem especially timely. The window is 2½ feet deep, backed by a batik curtain and illuminated by a well selected light hanging low from above. A mirror at the side of the window gives the impression of wider display space. It is so beautiful a window in arrangement and lighting that it easily gets attention among the many windows in that retail section. The shop fittings were designed in consultation with Russell Hertz, a famous interior decorator, and the care in their preparation has resulted in a shop that ought quickly to build up its own neighborhood clientele. Current books, children's books, magazines and a circulating library are features of the shop's plan.

Order Direct Business

THE usual custom in the book-trade, when a dealer wishes to have a volume sent direct to the customer, is to fill out some sort of form so that the publisher may have a proper record and be supplied with a shipping label bearing the bookseller's own address. This kind of business is an important part of good book service, as it frequently enables the bookseller to save one to two days in delivering books, even when the customer may be in his own city, and when the place for delivery is at a distance the time saved is even more valuable.

It is a form of business, however, that puts additional detail upon the shipping departments of publishers, and the retailer, wishing the best service, needs a form of label which will make it easy for the publisher to handle the order without needless writing, and which will leave in the publisher's hand a good record

for later reference. Many publishers are finding that booksellers become careless about using the order-direct method. If, when an order for a book is sent, the address of the consignee is written only on the label enclosed, the shipping department of the publisher is forced to copy this address onto the letter, in order that there may be in his hands record of the order.

Some booksellers have omitted this duplication of address purposely on the theory that it left in the hands of the publisher a buyer's address which the publisher might immediately take advantage of for his own mail order purpose. It is obvious, however, that a publisher must keep some record of where the book has gone, and if there was any intention on his part to pick up addresses from the retailer, a practice that probably never has developed, the address could be as easily copied from the shipping tag as from the attached letter.

Many booksellers, according to the reports of the publishers, do not even enclose a filled in label for use on the package. This opens up the possibility of a mistake in copying. It would seem much better practice always to enclose the label, in which case the responsibility for the correct address rests with the bookseller. Other booksellers put the directions for sending books direct in among typewritten or hand-written lists of other types of orders, with a consequent confusion.

The best practice is to have an order form

with perforated label attached, this order form to be devoted to that one order alone, with a careful description of title and edition and a repetition of the address which is on the label. Each order form should have a number, so that books that go astray can be easily traced. It might be that the Booksellers' Association could work out some uniformity in order systems that would enable the publisher to handle mail direct orders with greater speed and accuracy to the benefit of all.



HOTEL TRAYMORE, ATLANTIC CITY, CONVENTION HEADQUARTERS, MAY 10, 11, 12.

The Booksellers' Convention

THE correspondence which has come to the chairman in charge of the convention activities, indicates there is going to be a large attendance. It is particularly pleasing to note moreover, that most of the members who have written us, say they are going to bring their families. Also a large number have made their reservations at the Traymore and they are planning to go down, Monday evening, May 9 and stay until Friday morning, May 13. Those who have not already done so are advised to reserve their rooms immediately at the Hotel Traymore, the convention headquarters. Rooms are \$4 to \$5 per day per person and up, provided two people occupy a double room. Meals may be

had either à la carte or on the American plan for \$5 a day.

Word comes from the author of the play which is to be given on the evening of May 11, that the last act is about completed and that the cast has been selected and that rehearsals have begun.

A special committee to look after the special features for the banquet has been selected and has just had its initial meeting. All the details have now been planned and four sub-committees appointed which are working in their respective fields. It is unfortunately impossible to give out much information about what these committees are doing, as the whole scheme for the banquet this year

is held a secret, as it is quite different from anything that has been given before.

Whitney Darrow of the entertainment committee announces special convention rates of a fare and a half have been granted by the Trunk Line Association, The Central Passenger Association, the Western Passenger Association, and the Southwestern Passenger Association. Anyone attending the Convention from these districts can secure his return trip ticket for half the regular fare, provided a total of 350 people from these districts take advantage of it. For the Trans-Continental Passenger Association and New England Passenger Association it is impossible to get this convention rate, but those coming from these territories can secure tourists' fares and they should consult their local ticket office regarding this.

A bulletin is being prepared which will be sent out to the members and a copy run in the PUBLISHERS' WEEKLY and *Newsdealer and Stationer*, which will give information in detail about railroad rates.

Mr. Crowell, in charge of the Program Committee, has secured some splendid fea-

ture talks for the convention. Among the speakers who can be announced at this time is Carl H. Milam, secretary of the American Library Association, who will discuss "How Shall We Reach Non-Book Readers?" Henry B. Sell of *Harper's Bazar*, formerly the book editor of the *Chicago Daily News*, and Robert Cortes Holliday, known for his editorship of *The Bookman* and his genial essays, will talk on "What the People Want to Read."

Mr. Crowell plans to have a merchandise manager from one of the great department stores tell how to create a public and how to equip this public with a taste for good books. There will be representatives from large and small bookstores, to discuss the same subject. John R. Wildman, one of the members of the firm of Haskins and Sells, will explain an "Ideal Accounting System for Bookstores."

As an aid to supplement these speeches, and others yet to be announced, there will be a question box at the convention, and the committee in charge have agreed to arrange that every question will be answered, either personally, by mail, or in the column trade of the trade journals.

"The Play's The Thing"

SPILLED are the beans! Out is the secret! We have among us ACTORS! Can you imagine a bunch of book salesmen, publishers and the like going thru the humdrum routine of selling and publishing when the urge to act lies dormant within them, waiting for the one grand opportunity to express itself! Did you know that Johnny Winters possessed a more highly developed dramatic technique than the whole Barrymore family combined? Did you know that Mel Minton could act rings around Lionel Atwill and Hale Hamilton? Talk about talent! Last Friday, the Aldine Club housed the most impressive conglomeration of talent that ever conglomerated at the Aldine Club on April 1st—(curses, that's a hoodoo day). Whitney Darrow, who is chairman of about everything connected with the next Convention of the A. B. A., thought that as long as the talent was available, the book-trade might just as well see it in action.

So said talent tripped its temperamental way to the Aldine Club, where *the* play was conceived, cast and set in motion. Bob Anderson, (Phil's Brother), the demon author-editor-salesman-advertising man and what not—gave further evidence of his versatility by blossoming forth as a play-wright. He's written a lolapalooza of a play—a sort of semi-tragic-comedy, with or without custard, and with more or less thrills than "The Fragrant Duke." It is a play that will make you weep when you see it—and of course you won't miss it. Nobody who goes to the Atlantic City Convention will miss it. Even those who do not see it may not miss it. But if you are a bookseller, publisher, salesman or author, you must see the play. My Gawd! how you must see that play!

It is now in rehearsal, under the direction of Professor Anderson and Earl Balch, the boy baritone. Joe Green has not quite decided which part will part him from the remainder of his reputation, but he'll be in the cast. So will Guy Holt, Howard Lewis, the only and original Harry Savage, Mr. Houston's man Crowell, and a choice assortment of handsome devils, handpicked from the wealth of available material.

Is Adam Burger in the cast? Why, of course he is! We thought you knew there simply couldn't be a play without Adam. If we had left him out he would have climbed up the lattice scenery and got in anyway.

Mr. Darrow refuses to reveal the locale of the rehearsals. "We can afford to take no chances," he said, vaguely enough, "but, seriously, we have a good play, a good cast, and a healthy ambition to give the convention two hours of original entertainment."

The Paper Market

THE market prices on book paper have gone down even more rapidly than had been hoped for at the first of the year. The demand has fallen off so that warehouses have been obliged to compete for customers for the first time in three years, and mill finish book paper is currently quoted at about nine cents in the New York market. This is about half of the price for such paper bought in the open market three months ago and a saving of about one-third on the figures quoted on large contracts for last year. It would seem likely from the forecast in the paper trade that the figures now quoted may remain the average cost during 1921.

George H. Mifflin, 1845-1921

ON April 5th, at the family home at 85 Marlboro Street, Boston, George Harrison Mifflin, president of Houghton Mifflin Company, died in his 76th year after an illness of several months. Mr. Mifflin was one of the leading figures in American publishing history, who, in the span of his own publishing experience, bound together the great days of New England writing with the present expansion and increased scope of the best American publishing.

He was born in Boston on May 1st, 1845, son of Charles and Mary (Crowninshield) Mifflin. He graduated from Harvard in the class of 1865. Two years later he joined the house of Hurd & Houghton, this firm being a publishing house organized by Melancthon M. Hurd of New York and Henry O. Houghton, owner and director of the Riverside Press, Cambridge, and conducted under the business name of H. O. Houghton & Company. Five years later he was admitted to the firm.

On the occasion of the celebration of Mr. Mifflin's fiftieth birthday, Mr. Houghton, speaking at a gathering of their organization, told of how Mr. Mifflin had "with wonderful persistence insisted on having an opportunity to prove himself in the business, an opportunity which he secured, and from which beginning he rose step by step to the position he then held."

In 1878 the new firm of Houghton, Osgood & Company organized, taking over the interest of James R. Osgood & Co. and Hurd & Houghton, but with the old firm name of H. O. Houghton & Company still retained in connection with the Riverside Press, which was conducted as a cognate enterprise. This new firm consisted of Mr. Houghton, Mr. Osgood and Mr. Mifflin, and the business was conducted at the former headquarters of the

Osgood house in Boston, the New York store of Hurd & Houghton becoming a branch office in charge of Mr. Oscar Houghton. Mr. Hurd retired on account of ill health, and Benjamin K. Ticknor left the consolidation and became associated with S. D. Warren & Company, the well-known paper house. Two years later in the spring of 1880 Mr. Osgood

withdrew from the firm and again commenced business under the old name of James R. Osgood & Company with Colonel John H. Ammon as partner, a short-lived firm largely devoted to printing.

At this time, 1880, the now famous imprint of Houghton Mifflin & Co. appeared, which has stood for forty-one years the incorporated anew in 1908 under the title Houghton Mifflin Company, at which time Mr. Mifflin became president of the company. The new partner with Mr. Houghton and Mr. Mifflin was Lawson Valentine, a business man with a genius for organization



and with experience in various journals. A member of the book-trade, writing at the time of the new organization, said: "Mr. Mifflin is an excellent example of a Boston boy who believes in work. Coming from an old family, he might easily have taken to the life of a fashionable dilettante, frequenter of clubs and drawing rooms. Instead of that, soon after graduating from Harvard, he joined the Riverside Press, and, beginning at the beginning, made himself master of all the steps and processes of book-making. No small part of the tasteful appearance and good workmanship of the present products of the Press is due to his skill and conscientious fidelity."

Undoubtedly Mr. Mifflin's training at the practical producing end of publishing has had a strong influence in continuing and developing the high standards of book-mak-

ing which have always been connected with this firm, these standards applying not only to their established books issued as always with great dignity and beauty, but also to the aggressive experimentation, such as was instanced in the years when he gave such full co-operation and backing to Bruce Rogers' work in fine typography on the Riverside Press Books, which set new standards in American typography.

The new firm of Houghton Mifflin & Company had been but a few months organized before it was ready to move from the old Osgood quarters to that most famous of all street addresses connected with American publishing, No. 4 Park Street, still the headquarters of the firm, and still having the same attractive bookish rooms, looking in one direction upon Boston Common and in the rear over the old cemetery, with the Boston Athenaeum beyond.

When the new firm was ready to move to these new quarters in October, there was open house at 4 Park Street, with Thomas Hughes of "Tom Brown" fame as guest of honor. Nothing can more completely indicate the high auspices under which the new organization came into being than to list some of the names of the people who were present on that occasion to wish the three men success with the new imprint. Longfellow was present, and Holmes, Howells and Aldrich, Fields and Whipple of old Boston publishing interests. Bjornson was in this country and became an honored guest. Then, there were Elizabeth Stuart Phelps, Mrs. A. D. T. Whitney, Rose Terry Cooke, Lucy Larcom, Sarah Orne Jewett, Nora Perry and Mrs. Fields. Horace Scudder, who had entered the firm of Hurd & Houghton in 1872 at the same time Mr. Mifflin had joined, but had withdrawn later, as his interests were more in writing, was present; as were Judge Hoar and Senator Hoar, Charles Francis Adams and Chief Justice Gray.

Under such auspices the firm of Houghton Mifflin Company continued its great inheritance that had come to it from the many firms that had gone to make up the new amalgamation. The house which has been built on this foundation is one of the great monuments to publishing vision and ability.

In an interview given in 1914 Mr. Mifflin, speaking of the ideals of his house, said: "I count among the most fortunate experiences of my early business training the time that brought me into such intimate relations with Mr. Houghton, whose native honesty, high ideals and steadfastness of purpose were an inspiration in the early days and continue this day to be a marked influence for our staff. I can recall to-day as if it were yesterday the joy that came to me as a youthful book lover in the late fifties and early sixties as I hailed the books which appeared with the magic imprint 'Printed at the Riverside Press.' Really well printed books were in those days rare.

"The Riverside Press has endeavored steadfastly to maintain the ideals of its founder.

From small beginnings the firm came into the great publishing heritage which brought under its imprint great and abiding names: Longfellow, Emerson, Hawthorne, Lowell, Holmes, Whittier, Aldrich, Bret Harte. The task since that time has been to build on these sure foundations and to multiply the forms and uses to which these writings and later ones could be put. This has been done thru the agency of several departments, general, educational and subscription, in each one of which the governing conditions have been carefully studied and met as far as practical.

"Our catalog, the roots of which extend back to 1832, containing those books which have endured, could tell of long and arduous quests for what seemed best at the time. In later years, in the multiplication of new books and new methods, the house has been trying with the help of many young and enthusiastic members to maintain the standards raised by Mr. Houghton. With the best of intentions it has made and is making mistakes enough, but they have been those of judgment and not intention.

"It realizes to-day, more than it ever has before, that its best asset is the good will of its friends and authors. It is satisfied if after earnest efforts it can add a few books from year to year to its catalog of permanent standard works. But it is only after repeated experiments that time settles what is really permanent. Each such addition to its catalog rejoices the heart of every genuine publisher and is what we are all reaching after, perhaps often, to the vision of the outsider, with indifferent results."

Mr. Mifflin is survived by his wife, Miss Jane Appleton Phillips of Salem, whom he married in 1877, and a son, George H. Mifflin, Jr., who is connected with the firm.

To but few men can it be given to complete so well-rounded a life and so successful a business career. With the finest inheritance that Boston could give and the training of her favored university, he entered energetically into a great industry to learn it from its fundamentals. Coming into an enterprise launched with unusual promise he was an instrument in building it to even nobler proportions. Himself given early opportunity to use his full talents he gave prompt recognition to younger men who associated themselves with the firm. Few professions can give to their followers so personal and lasting a reward as can publishing and few men received more from and have given more to the profession than Mr. Mifflin.

In Memoriam

Sixty years ago, when I was in college, the Yale librarian, Daniel C. Gilman, later the first president of Johns Hopkins University, told our class that when we found a book bearing the imprint of Ticknor & Fields, we could be fairly confident that it was a good book. That statement gave me a disposition to make my living by publishing, and by that

sort of publishing. The house that was then Ticknor & Fields is now the Houghton Mifflin Company, it has always maintained the high tradition which was ascribed to it by high authority sixty years ago, and the friend we have just lost was its head. No higher tribute can be paid an American publisher.

But I can pay a different one equally high. The ambition with which the noble example of the old house inspired me was second to another ambition. I wanted to be an author, and when, in the course of time, I became one, after a fashion, what more natural than that the noble old house should publish for me? Now according to tradition, as an author, I should say that my publisher was a Barabbas. But on the contrary I can only say, and I delight in doing it, that my publisher always was, as he was born, a gentleman.

He is a great loss to his authors, but he passed in the fullness of his years, and the old house, with its high traditions, is still with us.

HENRY HOLT.

The New York Printing Situation

THE first hearing on the demand of the Employing Printers of New York, Closed Shop Section, for a reduction of 25 per cent was held on March 28th. The demand asked for 15 per cent reduction because of the decrease in the cost of living and 10 per cent because of the economic condition of the industry. This first hearing was held before Professor William F. Ogburn, who acted in a like capacity at the proceedings last fall when the increase was granted.

This first hearing was held with Pressmen's Union No. 51 and Paper Cutters' Union No. 119. The Pressmen's Union filed a counterclaim for an increase of \$10 on the present scale of \$51, and the Paper Cutters' Union contended that the present scale of \$45 should not be reduced. Both sides are submitting rebuttal testimony. Three other hearings are up for adjustment. The hearings began April 1st. These are of the Press Feeders' and Assistants' Union No. 23, Job Pressmen and Job Press Feeders' Union No. 1, and the Paper Handlers' Union No. 1. There are three other Unions that have relations with the Employing Printers' Association, but their arrangements did not expire on April 1st, and their readjustment is to be asked on another basis.

As the figures on the increased cost of living were so strongly recognized in the decisions last December, it seems only to be expected that some recognition of this should be obtained by these readjustments.

Chicago Booksellers Meet

THE speaker at the Chicago meeting of the Chicago Booksellers' League, held on the evening of April 4th, was F. Guy Davis, Manager of the American Newspaper Advertising Association. His subject was "The Newspaper and Book Advertising." The

special emphasis of the meeting was on getting acquainted features for the Chicago trade, and the dinner was one of the most successful so far held.



A National Emblem

AN official emblem for the use of all members of the National Association of Stationers and Manufacturers has now been adopted with the idea that it shall be used on letterheads, local advertising, wrappers, salesmen's calling cards, etc. It is also to be reproduced as a window transparency. A prize of one hundred dollars for the best design was offered by President Bauer of the Association, which resulted in the selection of the design that is here reproduced.

The adoption of such an emblem and its national use will throw upon the Association a still further responsibility for improving and standardizing the quality of the service given at stationery stores and probably tend to emphasize still further the need of careful training for the business, the emphasis on which was a decided feature of the last national convention at St. Louis.

The adoption of such an emblem was suggested a few years ago for the Booksellers' Association by F. C. H. Gibbons of Springfield, but the plan was not adopted owing to a feeling that the display of such an emblem would suggest a certain standard of stock and efficiency, and that there were no standards by which to measure the bookstore. It may be that with the improvement in the qualifications of all booksellers and in the professional pride that is taken in the business, booksellers can some day follow the lead of the stationers and adopt an emblem which may appear on the windows or over the reference counters in all bookshops, and which shall really stand for a high grade of book service. The French organization of book publishers has already adopted such an emblem, as was reproduced in the PUBLISHERS' WEEKLY of March 26.

Ashamed of the Movie Version

THOSE who have enjoyed a good book and afterwards been disappointed in the film version will appreciate the recently published letter of William Allen White in reply to a Mrs. Stark, who had testified at a hearing on censorship that "The worst picture I ever saw in Kansas City was written by a Kansas author and called 'In the Heart of a Fool.'"

"My dear Mrs. Stark: I noticed in the newspapers that you said my picture 'In the Heart of a Fool' was the worst picture you ever saw. I quite agree with you. I had nothing to do with the filming of it. I wrote a book which had an entirely different story. I sold the movie right of the book to the outfit that made the picture. Under the court decision, when I sell the movie right, I sell the right to change the plot. They changed the plot and made it a nasty sex thing, and I am just as much ashamed of it as you can be, but I have no rights in the courts. I thank you very much for your frankness in the matter. Sincerely yours,

W. A. WHITE."

Cleaning Up the Movies

THE very wide discussion of the present condition of the films and the action of legislation which is pending in numerous states calling for increased censorship has brought the question of film cleanliness sharply to the front. The members of the National Association of Moving Picture Industry, representing ninety of the principal producers, have announced that they have agreed upon "a definite and concrete plan which will insure against the production of questionable films and will prevent, also, the exploitation of pictures in a manner censored to good taste." They adopted a resolution, calling upon all members to uphold the authorities and to assist in the prosecution of all members who failed to comply with the aim of the Association to make the screen clean and wholesome. The Authors' League, whose members are vitally interested in film production, are suggesting that whatever censorship or control there needs to be should be on a national basis, as state censorship leads to needless difficulty and confusion. The discussion has probably been precipitated by the production of "Way Down East" with a marked contrast between the film and the stage production.

The New "United States Catalog"

A PROMISE that the second supplement to the "United States Catalog" will be ready by August is given out by the H. W. Wilson Company, an announcement that will be extremely welcome by all booksellers and librarians. This supplement starts with January, 1918, and will cover up to June, 1921. The first supplement to the general index, dated January, 1912, covers the years 1912-1917.

Printing Strike in Boston

A SERIOUS situation preliminary to other printing troubles thruout the country has broken out in Boston, where the printing houses posted bulletins that they they would make a reduction of four dollars per week in wages, beginning April 4th. The Unions immediately struck, including the compositors, pressmen, feeders, book binders, bindery women and electrotypers. It is estimated that about eighty per-cent of the book and job printers are out, including the plants at Cambridge and Norwood, as well as those at Boston. This includes all the shops that are organized in to the Boston Typothetae Board of Trade. One estimate is that more than twenty-five hundred printing craftsmen are involved in this strike, and the workers are picketing the shops.

On Tuesday the Employers' headquarters reported that one hundred new men had been put to work and that every shop was running even tho with but a slight force, of non-union men or men who tore up their cards.

While the question of wage precipitated the strike, the question of hours is the more persistent subject of discussion. This trouble is connected with the countrywide discussion of the entering of the general printing business on a forty-four hour basis as of May 1st. As has been pointed out in connection with discussion in other cities, the national Typothetae has about five thousand members, about two hundred of these operating on a closed shop basis. This closed shop group passed a resolution at the convention in New York in August 1919 in favor of a forty-four hour week on May 1st 1921. The Employing Printers' Association of New York, Chicago and a few shops elsewhere made subsequent agreements with the Unions for this arrangement, believing that the whole country was to go on the forty-four hour basis. This has, however, not proved so, and at the convention last year at St. Louis both the open and the closed shop sections of the Typothetae passed resolutions against the forty-four hour week. The New York Employing Printers' Association closed shop section intend to stand by their agreement, but have opened up a request for a reduction in wage of twenty-five per-cent as of April 1st. Without this reduction, and in case the men insist on keeping both wage and hour agreement, the shops in New York are bound to be handicapped in competition with the rest of the country in a way that the employers declare will work to the disadvantage of employees as well as employers.

"No home is complete without a library. The mind requires food and recreation as well as the body. Be as careful in selecting your books as you are your food."

—A. L. Burt Company, New York City, in *New Era Magazine*.

Dante Centenary

THE 600th Anniversary of Dante's death falls on September 14, 1921. Preparations for the commemoration of the event are already under way. Houghton Mifflin announces the publication of a complete single-volume edition of the definitive English prose translation of "The Divine Comedy" by Charles Eliot Norton. This has hitherto been available only in the three volume edition. "The Inferno" of Dante with text and translation by Eleanor Vinton Murray has been issued by the Merrymount Press, Boston. The tradition of Dante scholarship in America is long and honorable. The *New York Times* in a book review of Miss Murray's book said: In 1833, a Venetian refugee, Lorenzo da Ponte made the proud boast that he and he alone had brought Dante to America and had instructed 2,500 Americans in his language.

America's contribution to the Florentine celebration of the 600th anniversary of Dante's birth in 1865 was in every way worthy. It consisted of Norton's monograph on the authentic portraits of Dante, Botta's "Dante as Philosopher, Patriot and Poet," Longfellow's "Inferno," and Parsons's translation of the first seventeen cantos. Half a century later, of the twenty-four complete English translations of the "Commedia" four were the work of Americans, the last to make its appearance on the eve of Italy's declaration of war against her traditional enemy being an inspiring rendering in blank verse by Henry Johnson. Nearly 2,000 books dealing with Dante had been written by Americans and printed on American presses; at Cornell University the Willard Fiske collection had become one of the greatest in the world; the publications of the Dante Society of Cambridge, Mass., had notably led or supplemented the most important research and elucidations in Italy.

"How to Make a Good Book Salesman"

UNDER the above title L. M. Cross of the Vir Publishing Company has issued a valuable little booklet which he has sent out with the compliments of his firm to a large mailing list in the book-trade. It is dedicated "to the wisest of all sales people—the men and women in the business of selling books."

Mr. Cross as editor of "*Successful Bookselling*" has done great service to the book-trade in bringing it closer together and in circulating practical suggestions for display and selling, and in this book he has put into concrete form a dozen pages of admirable suggestions as to the salesman's attitude toward his store, care and arrangement of stock, the store's general atmosphere, handling of displays, serving customers, etc.—Mr. Cross recommends keeping steadily behind the "Buy A Book A Week" campaign, and his book is a generous contribution toward the success of that co-operative enterprise.

Boston Book Sellers Active

AN enthusiastic meeting of the Boston Booksellers' Association was held on Tuesday, March 29th, and it was suggested that a dinner-dance in April should be arranged as a final feature of the year. The Association will also be actively interested in extending hospitality to the American Library Association, which meets at Swampscott in June.

The officers for the ensuing year are: President, Richard F. Fuller, of the Old Corner Bookstore; Vice-President, H. S. Hutchinson, New Bedford; Second Vice-President, Benjamin H. Ticknor, of Houghton Mifflin Co.; Treasurer, W. R. Combie, of New England News Co.; Secretary, Miss Anna Grossman, formerly of Houghton Mifflin Co.; Board of Governors to 1923, Joseph Ryan, of Old Corner Bookstore, and Leroy Phillips.

The Power of a Booklist

A good booklist has an extraordinary lease of life. The famous "Hundred Best Books," with which Sir John Lubbock seems to have started this idea, has been reprinted again and again, sometimes, perhaps, rather turning the new reader away from reading than drawing him to it. Then there have been the "Desert Island Library," and Morley's "The Guest Room Bookshelf," and others.

Recently the New York Public Library printed in its Bulletin a list of the books which they found most generally called for in the central circulating room. This list, which was reprinted in the *PUBLISHERS' WEEKLY* of January 8th, has been turning up in literary papers, in news columns and elsewhere.

Recently Wanamaker's New York department reprinted the list, with the suggestion that the books could be bought from their stock. The library by this kind of publicity helped the good cause of general book distribution.

So Actors Do Read

IT is always of interest to the book-trade when celebrities will pose for the public press with books in their hands or books on their tables. A March issue of the *New York Tribune* rotogravure section had photographs of eight of the most popular actors, on the metropolitan stage, each reading his favorite book. Grant Mitchell, it seems, favors O. Henry; Holbrook Blinn, Rudyard Kipling; Ernest Glendinning likes Robert Louis Stevenson; Frank Bacon turns to Bret Harte; Alan Dinehart prefers Edgar Allan Poe; Norman Trevor evidently is not tired of the dialog form since he seeks his recreation, and has his photograph taken with Arthur Pinero in his hand; Jacob Ben-Ami prefers Tolstoi; and Rolland Young chooses Max Beerbohm and a pipe for his comfort.

Among the Publishers

A Week's Gleanings of Book-trade News

"THE WALL" is the second volume in the trilogy begun in "The Mask" by John Cour-nós (Doran).

"SVCERMERE," one of Knut Hamsun's most famous novels will be published shortly under the name of "Mothwise" by the London branch of Gyldendal.

A LIMITED edition of five hundred copies of James Oppenheim's "The Mystic Warrior," the story in verse of the struggle between the old and new America, is now published by Knopf.

G. W. DASENT'S "East O' The Sun and West O' The Moon" has appeared in most attractive new dress, in McKay's *Golden Books For Children*. The beautiful color illustrations are by Edna Cooke.

A MUSICAL and literary event, is the publication of Leopold Auer's "Violin Playing As I Teach It," by Stokes. Auer, is unquestionably the greatest teacher of the violin; Elman, Heifetz, Zimbalist, and Seidel are among his famous pupils.

DR. LULU HUNT PETERS has returned to the United States after a service of nearly two years in the Balkans with a Red Cross unit. The fifth edition of her "Diet and Health" (Reilly & Lee) has an additional chapter, sketching some of her experiences in Albania.

THE FIRST night of James Branch Cabell's first play was an event in Richmond recently, at the Little Theater, when "Belthazar's Daughter" dramatized from a tale of mediæval Italy originally published in *Harper's Magazine*, was produced. "The Rivet in Grandfather's Neck" will be produced in New York next winter.

PAUL B. HOEBER, New York, announces for publication in April "The Life and Times of Ambroise Paré," by Dr. Francis R. Packard, of Philadelphia, editor of the *Annals of Medical History* and author of the "History of Medicine in the United States." Ambroise Paré (surgeon to Charles IX) was the father of modern surgery and was the first to use the ligature. In addition to being a surgeon, he was a courtier and a statesman. The history of Paré's activities gives an excellent picture of Renaissance France. It is interesting to know that the career of Paré as a military surgeon takes us over the same battlefields that were fought on by the A. E. F. in the late war. Not only medical men but those interested in French history will be interested in this book.

HARCOURT, BRACE & Co. will have ready in May, a biography of Queen Victoria by Lytton Strachey, author of "Eminent Victorians."

"ALAN SEEGER," his aunt once said, "gave his life for the beauty of France." Leading French literary men are heading a movement to erect a statue to him in gratitude for his sacrifice.

MARY CAROLYN DAVIES, well known for her poetry, is now a novelist. Her first novel, "The Husband Test" is on the spring list of the Penn Publishing Company, and she is now at work upon a second novel.

"THE GREEN BOUGH" by E. Temple Thurston, which Our London Correspondent has written us has been a best seller over there, has been published in this country by Appleton.

FRANK PACKARD'S new story "Pawned" (Doran) carries its readers thru mystery all the way from New York to the South Seas and back again.

"NOCTURNE" was the story of a single evening in the life of a milliner's assistant. "Cocquette," Frank Swinnerton's new novel this spring is the story of eighteen months in the life of a dressmaker's assistant (Doran).

CONINGSBY DAWSON'S realistic picture of what peace has done to Europe has the striking title "It Might Have Happened To You." It takes up the questions: Why is Europe Starving? Why Doesn't She Get To Work? What Chance Has Revolution? It is published by John Lane.

MRS. A. M. WILLIAMSON has been in New York arranging for the publication of her new books. She feels that she has a closer connection with spiritual things than most people, says *The Bookman*, and that since his death Mr. Williamson has constantly aided her work. For this reason the books will continue to be signed C. N. and A. M. Williamson.

STOKES has just published a new school and acting edition of Alfred Noyes' "Sherwood," with directions for production by Milnor Dorey. It is adapted for study in English Literature classes and as a commencement play for schools and colleges. It has textual cuts indicated, and directions for production, including staging, lighting, costuming, casting, property lists, stage diagrams, directions for dances and music and many valuable suggestions for interpretation and acting.

Changes in Prices

DORRANCE & COMPANY, INC.

The Pocket Chesterfield, Ed. by Gordon Dorrance, \$1.

JOHN WILEY & SONS, INC.

Physical Chemistry for Electrical Engineers, by J. L. R. Morgan, from \$2.00 to \$3.00.

He says that we are not the only publishers who have been asked for books by Mr. Frankel under the impression that they were to be reviewed in the *Daily News*.

G. P. PUTNAM'S SONS,
Per Morgan P. Taylor.

Obituary Notes

CHARLES WILBERFORCE AMES, President and General Manager of the West Publishing Company, publishers of law books, died at his home in Minneapolis after a long illness on April 3rd. He was born in that city in 1855 and received the degree of Litt. B. from Cornell in 1878. For a brief period he helped his father edit the *Christian Register* of Boston and then entered the publishing business. He was Vice-President of the America Unitarian Association.

T. ERNEST COMBA, who at one time was American agent for John Lane, London, died after a brief illness on March 25th at his home in Dorset, Vermont, where he had been living for some years.

He was born in England in 1851 and was a member of the firm of Truslove, Hanson & Comba, London, when he came to America in 1900 to establish an American branch for his firm whose business was mainly French, Italian and Spanish books. In time this agency was absorbed by the Lane house, Mr. Comba becoming its manager for about a year.

GEORGE IGNATIUS DORSEY, Vice-President of H. L. Kilner & Company, publishers of Catholic literature, Philadelphia, died on March 27th at his home in that city.

Prize for Journalists

JASON ROGERS, publisher of the New York *Globe* has offered a prize of fifty dollars for the best article written by a student of the department of journalism of the University of Kansas on "Journalism Tomorrow." The articles are to be from 500 to 1000 words in length and are to be finished by May 1.

Communications

Fake Reviewers

MARCH 30, 1921.

PUBLISHERS' WEEKLY:

It may interest the publishers to know that some time ago H. D. Frankel of the Pioneer Building, St. Paul, asked us to send him copies of our publications for review in the St. Paul *Daily News*. We sent several books to him, but never received any notice. Later on the Literary Editor, Thomas A. Boyd, wrote asking for copies of our publications for review. We wrote telling him that we had sent a number to H. D. Frankel, and received his reply that this man is in no way connected with the *News*, and that to his knowledge has never been authorized to review books for the paper.

A Children's Week in April

LEADERS of the children's work in the International Sunday School Movement are making plans for an observance of an international Children's Week, beginning Sunday, April 24th, and closing Sunday, May 1st. The leaders in the movement thruout the country are working on programs, and by the time the Week comes there should be ready interesting activities in many directions.

The task of religious education of the children in the churches and in the home can be finely supported by the book-stores by establishing contact with the church workers. The Religious Book Week Committee announce that it has left from its large printing of posters several hundred that would be available for any bookstore which would like to take this matter up again on this last week in April. These posters bear no date, and so would be just as useable as in March.

Another Author-Publisher

ON February 10th, writes the *Publishers' Circular*, Mr. J. Weedon Birch, one of the principals of the enterprising firm of G. Heath Robinson & J. Birch, Ltd., will issue, at 7s. 6d. net, a novel from his own pen, entitled "The Lure of the Honeybird." It is largely based on a personal and intimate knowledge of the veldt, obtained when Rhodes was merely dreaming of Empire making.

J. Wheedon Birch's previous novels were "The White Induna" and "Blood Brothers."

Lower Book Cloth Prices

NEW schedules of prices as of April 1st have been sent out by the Holliston Mills, bringing the prices down about twenty to thirty per cent on different grades. The same mills announced on December 1st a reduction of about the same amount.

Personal Notes

C. E. LAURIAT, JR., President of the Charles E. Lauriat Company, of Boston, sailed on April 2nd for England on the Company's annual business trip. He will be in London for the next two months, buying old and rare books and remainders. His London address is: care of Walford Brothers, 6 New Oxford St., London W. C., England.

OKLAHOMA CITY, OKLA.—The Stevenson Daily News Agency, formerly the March Daily Newspaper Agency, is branching out into the book and stationery lines and correspondence, catalogs and calls from salesmen are invited. Address, as for the past ten years, 108 North Broadway, Oklahoma City.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, G. F.

Under the Turk in Constantinople; with a foreword by Viscount Bryce. 418 p. O '20 N. Y., Macmillan \$5

Abbott, Lyman

What Christianity means to me; a spiritual autobiography. 11+194 p. D c. N. Y., Macmillan \$1.75 n.

The result of the author's sixty years of Bible study.

Adams, George Burton

Constitutional history of England. 10+518 p. (2 p. bibl.) O (Am. hist. ser.) [c. '21] N. Y., Holt \$3 n.

Allen, Frederic Sturges

Allen's synonyms and antonyms. 15+481 p. O [c. '20] N. Y., Harper \$3 n.

American Automobile Digest, Editorial Staff

Motor truck manual; a practical book of instruction on the construction and care of motor trucks. 148 p. il. diagrs. plans S c. Cin., Am. Automobile Digest \$1

Partial contents: Chassis layout; Radiators and cooling system; Axles and final drive; The steering gear and steering linkage; Wheels, rims and tires; Motor truck governors; Motor truck bodies.

Andree, Richard

Andree's allgemeiner handatlas; mit vollstandigem alphabetischem namenverzeichnis in besonderem bande. 224; 544 p. col. front. col. maps F '21 N. Y., Lemcke & Buechner \$10 n.

Andrews, Matthew Page

The birth of America; an historical drama in three acts. 60 p. D c. '20 Balt., Norman-Remington Co. pap. 50 c.; \$1

Auer, Leopold

Violin playing as I teach it. 223 p. front. (por.) music pers. O [c. '21] N. Y., Stokes \$3 n.

A book intended for the student and the teacher, in which every phase of the art of violin playing is touched upon.

Averill, Lawrence Augustus

Psychology for normal schools; [with an introd. by Ellwood P. Cubberley.] 20+362 p. (3 p. bibl.) D (Riverside textbooks in education) [c. '21] Bost., Houghton Mifflin \$2.25 n.

Avery, C. Louise

American silver of the 17th and 18th centuries; a study based on the Clearwater case; with a preface by R. T. H. Halsey. 99+216 p. O c. '20 N. Y., Metropolitan Museum of Art \$15; \$16

Babcock, Mrs. Bernie Smade

The coming of the King. 359 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$2 n.

A story of the life of Christ.

Bennett, Arnold i. e. Enoch Arnold

Things that have interested me. 11+332 p. O [c. '21] N. Y., Doran \$2.50 n.

One hundred twenty-five sketches of the theater, books, people and life in general.

Blumgarten, Aaron Samuel

Materia medica for nurses; 3rd ed. completely revised. 672 p. O '21 c. '14-'20 N. Y., Macmillan \$2.95 n.

Bramley-Moore, Swinfen

Motors in a nutshell; a plain description of the modern chassis; with il. and diagrs. of the engine, carburetor, magneto, and transmission; together with a section on roadside troubles; also 200 practical questions with references to the pages of the book on which the answers are to be found. [Rev. ed.] 166 p. D N. Y., Spon & Chamberlain, 120 Liberty St. pap. 80 c. n.

Brandon, Edgar Ewing

Series lessons for beginners in French; with elementary grammatical and composition exercises; [pts. 1 and 2.] 120 p. S (Independent authors ser., no. 2 and 3) c. '20 Milwaukee, Wis., Modern Language Press pap. ea. 75 c.

Brasol, Boris L.

The world at the cross roads. 409 p. O [c. '21] Bost., Small, Maynard \$2.50 n.

Partial contents: Europe on the eve of the World War; "The hidden hand" in the Russian revolution; The "Third Internationale."

Buchanan, E. E.

Tables of squares; containing the square of every foot, inch and sixteenth of an inch, between one-sixteenth of an inch and fifty feet; for engineers and calculators; 11th ed. 167 p. il. O N. Y., Spon & Chamberlain \$1.25 n.

Burleson, Adele Steiner [Mrs. Albert Sidney Burleson]

Every politician and his wife; with an introd. by Thomas R. Marshall. 12+177 p. D [c. '21] Phil., Dorrance & Co. \$1.75 n.

A novel in which political life in Washington today is depicted.

Cadman, Samuel Parkes

Ambassadors of God; [new and cheaper ed.] 353 p. O '21 c. '20 N. Y., Macmillan bds. \$2.50 n.

Carducci, Giosuè

A selection from the poems of Giosuè Carducci; tr. and annotated with a biographical introd. by Emily A. Tribe. 82+154 p. O '21 N. Y., Longmans, Green bds. \$5 n.

A translation of the poetry of the great modern poet of Italy with an introduction to each poem, and notes to the more difficult passages.

Carrington, Hereward [Hubert Lavington, pseud.]

Death; its causes and phenomena; with special reference to immortality. 6+307 p. (11 p. bibl.) front. O c. N. Y., Dodd, Mead \$3 n.

This volume deals with the subject of death from its physiological, historical and psychical aspects.

Clark, John Jesse

The slide rule; an elementary treatise. 62 p. tabs. fold. chart D '21 c. '09 Phil., McKay \$1 n.

Clibbens, Douglas A.

The principles of the phase theory; heterogeneous equilibria between salts and their aqueous solutions. 20+383 p. diagrs. O '20 N. Y., Macmillan \$10 n.

Cole, Cyrenus

A history of the people of Iowa. 588 p. il. pls. maps O [c. '21] Cedar Rapids, Ia., The Torch Press \$7.50

Comey, Arthur Messinger

A chemical solubilities dictionary; 2nd rev. and enl. ed. 1140 p. O c. N. Y., Macmillan \$14

Committee (The) on the War and The Religious Outlook, ed.

Christian unity; its principles and possibilities. 14+386 p. O c. N. Y., The Assn. Press \$2.85 n.

Partial contents: The war and Christian unity; The present situation in the denominations; Udenominational movements in the United States; Movements toward union in other countries.

Commons, John Rogers

Races and immigrants in America; new ed. 242 p. il. D c. '20 N. Y., Macmillan \$2.50

Cornaro, Lewis

How to live 100 years; [tr. from the Italian

of the Venice ed. of 1612.] 128 p. D '21 Girard, Kas., Appeal to Reason bds. 25 c.

Cravens, George W.

Welding; a practical treatise on the applications of electric, gas and thermit welding to manufacturing and repair work. 4-138 p. il. pl. O '21 c. '20 Chic., American Technical Society \$1.50

Cromwell, J. H.

A system of easy lettering; with a supplement showing thirteen new alphabets; 12th ed. 39 p. O N. Y., Spon & Chamberlain pap. 75 c. n.

Cross, Charles Frederick, and Bevan, Edward John

A text-book of paper-making; containing additional matter, and in part rewritten with collaboration of J. F. Briggs. 11+527 p. (8 p. bibl.) front. il. pls. (part fold.) O '20 N. Y., Spon & Chamberlain \$10 n.

Cross, H. H. U.

Automobile batteries; construction, charging, repair and maintenance. 109 p. il. D N. Y., Spon & Chamberlain \$1.50 n.

Darling, C. A.

Pyrometry; the measurement of high temperatures; [Rev. ed.] 240 p. il. O N. Y., Spon & Chamberlain \$4 n.

Darrow, Clarence Seward

The open shop. 32 p. D Chic., C. H. Kerr & Co. pap. 10 c.

Dasent, Sir George Webbe

East o' the sun and west o' the moon; [il. by Edna Cooke.] 289 p. col. front. col. pls. D (The golden books for children) [c. '21] Phil., McKay \$1.50 n.

Davis, Nettie Stewart

Vocational arithmetic for girls. 137 p. D c. '20 Milwaukee, Wis., Bruce Pub. Co. 70 c. n.

Dean, Arthur W.

Modern publicity; a plea for art in advertising. 70 p. D '21 N. Y., Pitman \$1

Partial contents: A definition of publicity; The public and its relation to media; Originality; On the preparation of lay-outs; The American advertisement; 1913 and to-day.

Domville-Fife, Charles

The states of South America. 287 p. il. O '20 N. Y., Macmillan \$5

Donald, C. H.

Companions; feathered, furred and scaled; with il. from photographs. 159 p. front. pls. D '20 N. Y., J. Lane \$2 n.

Sketches of the wild creatures that inhabit the Himalayas, many of these chapters appeared in *The Times of India Illustrated Weekly*.

Carnegie Institution of Washington

Annual report of the Director [George E. Hale] of the Mount Wilson Observatory; extracted from Year book no. 19, for the year 1920, various paging (2½ p. bibl.) tabs. O Wash., D. C., Carnegie Inst. of Washington pap.

Year book no. 19, 1920. 21+424 p. (9¼ p. bibl.) tabs. charts fold. col. maps pls. Q Wash., D. C., Carnegie

Inst. of Washington pap. apply

Clark, Hubert Lyman

The echinoderm fauna of Torres Strait; its composition and its origin, v. 10. 8+223 p. pls. (part col.) tabs. fold. map Q (Dept. of Marine Biology pub. 214) '21 Wash., D. C., Carnegie Institution of Washington pap. apply

Douglas, Norman

They went. 274 p. D c. N. Y., Dodd, Mead & Co. \$2 n.

Drake, Durant

Problems of conduct; an introductory survey of ethics. 13+455 p. D [c. '21] Bost., Houghton Mifflin \$2.25 n.

Dunning, Hector W.

Nile to Aleppo. 287 p. il. Q '20 N. Y., Macmillan \$7.50

Eden, Thomas Watts, and Lockyer, Cuthbert Henry Jones

Gynecology for students and practitioners; new ed. 928 p. il. O '20 N. Y., Macmillan \$12.50 n.

Félice, Roger de

French furniture under Louis XVI and the Empire; tr. by F. M. Atkinson. 142 p. col. front. pls. D (Little illustrated books on old French furniture, no. 4) N. Y., Stokes \$1.60 n.

Descriptions of doors, cupboards, sideboards, desks, chairs, tables, beds, mirrors, and other pieces for the collector.

Floyd, Juanita Helm

Women in the life of Balzac; [with an introd. by Princess Radziwill.] 34+320 p. (16½ p. bibl.) front. pls. pers. O c. N. Y., Holt \$3 n.

Partial contents: Relatives and family friends; Literary friends; Sentimental friendships.

Foster, George Burman

Christianity in its modern expression. 294 p. por. O [c. '21] N. Y., Macmillan \$3.75 n.

Freeman, Lewis R.

Hell's hatches. 291 p. D c. N. Y., Dodd, Mead \$2 n.

A story of the Southern Pacific Islands.

Garesché, Edward Francis

Social organization in parishes. 340 p. O c. N. Y., Benziger Bros. \$2.75 n.

Partial contents: Organizing the parish; Sodalties for special classes of persons; Section for sodality welfare; Sections for the help of the neighbor.

Du Mez, Andrew Grover

Digest of comments on The pharmacopoeia of the United States of America [9th decennial rev.], and on the National formulary [4th ed.]; for the calendar year ending Dec. 31, 1917. 340 p. O (U. S. Hygienic laboratory, bull. no. 125; Treasury Dept. U. S. Public Health service) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 25 c.

Duganne, W. T.

The army bugler; a manual of instruction for buglers of all arms of the service. 46 p. il. (music) O (War dept., no. 1019; Office of the adjutant general) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Federation for Child Study. Children's Literature Committee

A selected list of books for children; cumulative selection, 1909-1920; [a bibliography]. 87 p. O '20 N. Y., Federation for Child Study, 2 W. 64th St. pap. 45 c.

Gilbert, Frank Bixby

Bender's manual; supervisors', county and town officers' manual, containing the county, town, high-

Garner, James Wilford

International law and the World War; 2 v. 18+524; 12+534 p. O (Contributions to international law and diplomacy) c. '20 N. Y., Longmans, Green \$24 n.

Partial contents: The status of international law at the outbreak of the war; Treatment of enemy aliens; Submarine warfare; Violations of the Geneva convention; Treatment of prisoners; The German invasion of Belgium; Miscellaneous questions of neutrality. The author is professor of political science, Univ. of Illinois.

Glennonner, Pamela Genevieve Adelaide Wyndham, Lady

The earthen vessel; a volume dealing with spirit-communication received in the form of book-tests; with a preface by Sir Oliver Lodge. 26+155 p. D c. N. Y., J. Lane \$1.50 n.

Graham, Peter Anderson

Highways and byways in Northumbria; with il. by Hugh Thomson. 380 p. O (Highways and byways ser.) '20 N. Y., Macmillan \$3 n.

Griston, Harris Jay

Introduction to The merchant of Venice; with a preface by Daniel A. Huebsch. 15+146 p. S [c. '21] Cleveland, O., The Haysmar Pub., Garfield Bank Bldg. \$1.75

A discussion of the legal proceedings of which Shylock availed himself.

Harris, Corra May White [Mrs. Lundy Howard Harris]

My son. 274 p. D [c. '21] N. Y., Doran \$1.00 n.

The story of the son of a-circuit rider's wife.

Hassall, Arthur

European history, chronologically arranged; 476-1920; new ed. 439 p. D ['97-'20] N. Y., Macmillan \$4 n.

Herbert, Mrs. S.

Fundamentals in sexual ethics. 250 p. diags. O '20 N. Y., Macmillan \$4.50

way, general municipal, tax and poor laws in full, and all other statutes of the state of New York, relating to boards of supervisors, town boards, county and town officers, and the affairs and business of counties and towns, as amended to the close of the Legislature of 1920; with decisions, annotations, explanatory notes, cross references, forms, a digest of fees of county and town officers, and a time-table showing when the duties of such officers are to be performed; 10th ed. by Fletcher A. Blanchard; [previously issued under title: State of New York; town and county officers' manual; and Manual for supervisors, county and town officers.] 6+24+1358 p. forms, tabs. O c. '20 Albany, N. Y., M. Bender & Co. buck. \$12 subs. ed.

Gunners' instruction; railway artillery. 2+119 p. (1 p. bibl.) il. diags. O [c. '21] Fort Monroe, Va., Journal U. S. Artillery 50 c.

Hamilton, J. G. de Rouilhac, and others

The free negro in North Carolina; [and] Some colonial history of Craven County. 74 p. tabs. O (The James Sprunt hist. pub., v. 17, no. 1) '20 Chapel Hill, N. C., The Univ. of North Carolina pap. apply

Highman, Walter James

Dermatology; the essentials of cutaneous medicine. 482 p. il. O [c. '21] N. Y., Macmillan \$6 n.

Hough, Benjamin Olney

Practical exporting; a handbook for manufacturers and merchants; 6th ed. 5+529 p. forms (part fold.) O [c. '15-'20] N. Y., The Johnston Export Pub. Co. \$6 n.

Hovgaard, William

Modern history of warships; comprising a discussion of present standpoints and recent war experiences. 11+502 p. il. pls. O N. Y., Spon & Chamberlain. \$14 n.

Hudson, Holland

The shepherd in the distance; a pantomime in three scenes; first produced by the Washington Square Players at the Bandbox Theatre, New York City. 28 p. D (Stewart Kidd modern plays) [c. '21] Cin., Stewart & Kidd pap. 50 c. n.

One of a new series of plays edited by Frank Shay.

Ingalise, Richard, and Ingalese, Isabella

Fragments of truth. 322 p. O c. N. Y., Dodd, Mead \$2.50 n.

Essays on psychic phenomena.

Jegi, John I.

Syllabus of human physiology for high schools, normal schools, and colleges. 264 p. D '21 c. '01 Milwaukee, Wis., C. N. Caspar \$1.25 n.

Formerly published by S. Y. Gillan & Co., Milwaukee, Wis., in 1901.

Johnston, Sir Harry Hamilton

The man who did the right thing; a romance. 446 p. D c. N. Y., Macmillan \$2.50 n.

A story founded on facts, of Unguja and elsewhere in East Africa, while the author was exploring in Africa.

King, Grace

Old families of New Orleans and their homes. 465 p. il. D c. N. Y., Macmillan \$5

Kirk, John George, and Street, James Layman

Bookkeeping for modern business; script by Rene Guillard. 236 p. il. (forms) c. '20 Phil., Winston \$1.60 n.

Knight, Sarah Kemble

The journal of Madam Knight; with an introductory note by George Parker Winship; printed by Bruce Rogers for the publishers. 14+72 p. front. (fold. map) nar. D

'20 Bost., Small, Maynard \$7.50 n. [525 copies].

The private journal kept by Madam Knight on a journey from Boston to New York in the year 1704, which was first printed in 1825.

Lake, Kirsopp

Landmarks in the history of early Christianity. 147 p. O '20 N. Y., Macmillan \$3 n.

Langdale, John W.

Citizenship and moral reform. 157 p. D [c. '21] N. Y. and Cin., Abingdon Press \$1.25 n.

Partial contents: The call of citizenship; The eighteenth amendment—the enactment of Christian conscience and intelligent patriotism; The abolition of poverty; The new criminology.

Lay, Wilfrid

Man's unconscious spirit; the psychoanalysis of spiritism. 337 p. D c. N. Y., Dodd, Mead \$2 n.

This work is divided into three parts, pt. 1, Consciousness; pt. 2, The unconscious of psychoanalysis; pt. 3, The unconscious spirit.

Lewis, George Griffin

The practical book of oriental rugs; new 5th ed.; [with extra plates.] 375 p. col. front. pls. (part col.) il. fold tab. fold. map O '20 c. '11-'20 Phil., Lippincott \$10 n. bxd.

This edition contains 32 color-plates, 92 in double-tone, and 70 designs.

Levermore, Charles Herbert

What the League of Nations has accomplished in one year; January to December, 1920; first year book of the League. 77 p. Q [c. '21] Brooklyn, N. Y., The Brooklyn Daily Eagle, Eagle Bldg. pap. 50 c.

A dispassionate review of the work of the League based upon the records of the Official Journal and auxiliary publications issued by the Secretariat of the League. Index.

Lyell, W. D.

The house in Queen Anne Square. 7+497 p. D c. N. Y., Putnam \$2 n.

A mystery story with the scene laid in Edinburgh.

Mcbeth, Ann, and Arthur, Ann K.

An embroidery book. 184 p. il. O '20 N. Y., Macmillan \$4 n.

McConnell, Francis John

The church and its property. 130 p. D c. '20 N. Y., Macmillan \$1.50 n.

Manley, Harold Phillips

The motor cycle handbook; the construction, operation, care and repair of modern types of motor cycles; their accessories and equipment. 9+320 p. il. D c. '20 Chic., F. J. Drake \$1.50 n.

Livingston, Mrs. Flora V. Milner

Swinburne's proofsheets and American first editions; bibliographical data relating to a few of the publications of Algernon Charles Swinburne; with notes on the priority of certain claimants to the distinction of Editio princeps. 32 p. facsms. O '20 Cambridge, Mass., Cosmos Press priv. pr.

Lucas, Frederic Augustus

A first chapter in natural history; being the introd. to Champlin's Young folks' cyclopedia of

natural history. 19 p. O (Am. museum of natural hist. guide leaflet, no. 51) [c. '20] N. Y., Am. Museum of Natural History, Columbus Ave. and 77th St. apply

Maanen, Adriaan Van, and Wolfe, Coral

On the systematic differences in trigonometrically determined parallaxes. 18 p. tabs. O (Contributions from the Mount Wilson Observatory, no. 189) '20 Wash., D. C., Carnegie Institution of Washington pap. 40 c.

Marcy, Mary E.

Open the factories. 31 p. D Chie., C. H. Kerr & Co. pap. 10 c.

Mason, William Albert

The history of the art of writing. 502 p. il. O c. '20 N. Y., Macmillan \$6.50

Matthews, Mary Lockwood

Elementary home economics; first lessons in sewing and textiles, foods and cookery, and the care of the house. 20+343 p. front. il. diags. D '21 Bost., Little, Brown \$1.50 n.

Mercur, William H.

System for indexing and classifying clinical case histories and medical literature; for use with the Y & E clinical index. 132 p. S c. '20 Rochester, N. Y., Yawman & Erbe Mfg. Co. pap. \$5 n.

Morris, John Van Liew

Employee training; a study of education and training departments in various corporations. 23+311 p. (5 p. bibl.) forms diags. D [c. '21] N. Y., McGraw-Hill \$3 n.

Mortensen, Martin

Management of dairy plants. 258 p. diags. O c. N. Y., Macmillan \$2.40

Moses, Alfred Geiger

Psychology of health, joy and success; or, Applied psychology of Judaism. 263 p. D c. '20 New Orleans, La., [Author] \$3.50 n.

Neilson, William Allan, and Thorndike, Ashley Horace

A history of English literature. 467 p. col. front. il. D c. '20 N. Y., Macmillan \$2.40 n.

Newell, Lt. Col. H. A.

Topoe and turban; or, Here and there in India. 12+292 p. front. pls. O '21 N. Y., J. Lane \$5 n.

A record of travel thru India by road and river, illustrated from photographs.

Noyes, Alfred

Sherwood; or, Robin Hood and the three kings; school and acting ed.; with directions for production by Milnor Dorey. 205 p. diags. D [c. '11-'21] N. Y., Stokes \$1.75 n.

Directions for production including staging, lighting, costuming, casting, property lists, directions for dances and music and suggestions for interpretation and acting.

Oakey, Francis

Principles of government accounting and

reporting. 21+561 p. tabs. forms O (The Inst. for Government Research; principles of Administration) c. N. Y., Appleton \$5 n.

A study of the manner in which government accounts should be kept.

O'Brien, Frederick

Mystic isles of the South Seas. 15+534 p. front. pls. O c. N. Y., Century Co. \$5 n.

A record of the author's impressions of his life in Tahiti and Moorea. This is the second volume of the trilogy which will cover the whole subject of Mr. O'Brien's journeys among these uncivilized races of the South Seas.

O'Brien, Michael Joseph

The McCarthys in early American history. 22+322 p. col. front. tabs. O c. N. Y., Dodd, Mead \$2.50 n.

The story of the McCarthy family, who arrived in America in 1635, and of their part in the making of America.

Ogg, Frederic Austin

The government of Europe; new rev. ed. 775 p. O [c. '20] N. Y., Macmillan \$4.25

Osgood, William Fogg

Elementary calculus. 224 p. D c. N. Y., Macmillan \$2.40 n.

Pagé, Victor Wilfred

The modern motor truck design, construction, operation, repair, commercial applications; a complete treatise on all forms of motor trucks propelled by gasoline or electric power; considering in detail everything one needs to know about motor trucks, their care, operation and economical use; includes full instructions, in simple language, for handling all leading makes of trucks and making necessary repairs; shows all types of special bodies; invaluable to truck owners, chauffeurs, traffic managers, shop superintendents, truck salesmen, mechanics, and repair men; every phase of the subject is treated in a practical, non-technical manner; il. by specially made engravings; the il. defining construction of parts that are made from accurate motor truck engineering drawings; [1921 ed.] 962 p. pls. plans diags. charts tabs. forms O c. N. Y., The Norman W. Henley Co., 2. W. 45th St. \$5

Payne, Will

Overlook house. 273 p. D '21 c. '20 N. Y., Dodd, Mead \$2 n.

A mystery story.

Nelson, Thomas Paine

Health and accident insurance policies under the Standard provisions law; report of an investigation by [the author.] 4+105 p. O c. '20 Madison, Wis., Blied Print Co. \$3

New York [State]. Laws, Statutes, etc.

Miscellaneous labor laws with amendments, additions and annotations to August 1, 1920; issued under the direction of the Industrial commission; prepared by the Bureau of statistics and information. 151 p. O '20 Albany, N. Y., N. Y. [State] Bu. of Statistics and Information pap. gratis

Workmen's compensation law with amendments,

additions and annotations to August 1, 1920; issued under the direction of the Industrial commission; prepared by the Bu. of statistics and information. 114 p. O '20 Albany, N. Y., N. Y. (State) Bu. of Statistics and Information pap. gratis

Parsons, Francis

The British attack at Bunker Hill; a paper read at a meeting of the Col. Jeremiah Wadsworth branch, Conn., society of the Sons of the American revolution, Hartford Club, April 9, 1920. 35 p. O (Pub. no. 3) '21 Hartford, Conn., Col. Jeremiah Wadsworth Branch, Sons of the Am. Revolution priv. pr.

Pitman, Isaac

Advanced reporting exercises in Pitman's shorthand; a ser. of exercises in advanced phraseography; with key in ordinary print; [centenary ed.] 78 p. D N. Y., Pitman pap. 60 c.

Poole, Henry E.

High tension switchgear; describing the design, construction, and functions of the leading types of switch gear used in the control of high-tension electrical plant. 118 p. diags. S (Pitman's technical primers) '21 N. Y., Pitman bds. \$1

Pound, Louise

Poetic origin and the ballad. 247 p. O c. N. Y., Macmillan \$2.50 n.

Railey, Julia Houston

Show down. 8+348 p. D c. N. Y., Putnam \$2 n.

The story of a girl who faces the world on her own, and combats crooks and crookedness fearlessly.

Raven, Charles E.

Christian socialism; 1848-1854. 12+396 p. O c. '20 N. Y., Macmillan \$6.50 n.

Reed, Anna Yeomans [Mrs. J. A. Reed], and Woelpper, Wilson

Junior wage earners; prepared especially for the information and use of business men, normal schools, teachers' colleges, public school teachers, and employees of the United States employment service. 171 p. D c. '20 N. Y., Macmillan \$1.24

Reese, Lizette Woodworth

Spicewood. [verse] 64 p. D c. '20 Balt., Norman-Remington Co. bds. \$1.50 bxd.

Fifty-one poems, many of which have appeared in *Scribner's*, *Harper's*, *Smart Set*, *Contemporary Verse*, and other magazines.

Rickard, L. [Mrs. Victor Rickard]

A reckless Puritan. 301 p. D [c. '21] N. Y., Doran \$1.90 n.

Robertson, Greta

The book of conundrums. 48 p. D [c. '21] Cin., Stewart & Kidd pap. 50 c. n.

Conundrums for bachelors, doctors, lawyers as well as those of the patriotic, war, author and Bible varieties.

Robinson, Edwin Arlington

Avon's harvest. [verse] 65 p. D c. N. Y., Macmillan bds. \$1.50 n.

Roe, Edward Thomas

Lessons in business; a complete compendium of how to do business by the latest and safest methods; census ed.; [cover title: Seven hundred lessons in business.] 512 p. il. map forms tabs. D '21 c. '20 Chic., The John A. Hertel Co., 9 S. Clinton St. \$2.50

Scott, Sir Walter, Bart.

The lady of the lake; ed. with introd. and notes by Ebenezer Charlton Black. 55+214 p. front. (por.) il. S (Standard English classics) [c. '21] Bost., Ginn 68 c. n.

Shaw, Ben, and Edgar, James

Patternmaking; a practical treatise describing pattern-making methods and appliances; with numerous examples from practice. 12+108 p. diags. S (Pitman's technical primers) '21 N. Y., Pitman bds. \$1

Simons, Theodore

Compressed air; a treatise on the production, transmission and use of compressed air; 2nd ed. 13+173 p. il. tabs. diags. O '21 N. Y., McGraw-Hill \$2 n.

Stace, Walter Terence

A critical history of Greek philosophy. 306 p. D c. '20 N. Y., Macmillan \$2.40 n.

Stobbs, T.

Weights of steel bars, sections and plate tables. 102 p. O N. Y., Spon & Chamberlain \$2.50 n.

Strong, John Ruggles

Note upon the "Dark lady" series of Shakespeare's sonnets. 5+197 p. front. pls. D c. N. Y., Putnam \$2.50 n.

Partial contents: The publication of the sonnets; Mary Fytton; The result to Shakespeare; The Fytton letters.

Swain, Richard La Rue

What and where is God?; a human answer to the deep religious cry of the modern soul; [new and cheaper ed.] 255 p. D '21 c. '20 N. Y., Macmillan bds. \$1.50

Swift, H. B.

Practical electric welding. 108 p. il. O N. Y., Spon & Chamberlain \$4 n.

Taylor, Albert D., and Cooper, Gordon D.

The complete garden. 28+440 p. (8¼ p. bibl.) front. pls. (part col.) Q c. Garden City, N. Y., Doubleday, Page \$6 n.

Directions for all kinds of gardens, including informal and landscape designs, with tables for planting for any part of America.

Seares, Frederick Hanley

The surface brightness of the galactic system as seen from a distant external point and a comparison with spiral nebulae; Magnitudes of faint comparison stars for Nova Persei, no. 2. various paging diags. tabs. O (Contributions from Mount Wilson Observatory, nos. 191 and 102) '20 Wash., D. C., Carnegie Institution of Washington pap. apply

Shapley, Harlow

Studies based on the colors and magnitudes in stellar clusters; 17th paper; miscellaneous results. 13 p. pls. tabs. chart O (Contributions from the Mount Wilson Observatory, no. 190) '20 Wash.,

D. C., Carnegie Institution of Washington pap. apply

Shapley, Harlow, and Davis, Helen N.

Studies of magnitude in star clusters, XII; Summary of a photometric investigation of the globular system Messier 31. 3 p. diags. O (Communications to the Nat. Acad. of Sciences, no. 70) '20 Wash., D. C., Carnegie Institution of Washington pap.

Sturtevant, Alfred Henry

The North American species of drosophila. 150 p. (7½ p. bibl.) pls. (part col.) tabs. il. O (Pub. no. 301) '21 Wash., D. C., Carnegie Institution. of Washington pap.

Thurston, Ernest Temple

The green bough. 317 p. D c. N. Y., Appleton \$2 n.

The story of a woman who thrust aside her narrow life for a life in a broader sense with a career, love and sorrow until she reached the heights of her ambitions.

Traffic (The) Publishing Co., comp.

The freight traffic red book; a practical reference book for those actively engaged in traffic work; an everyday guide for the shipper; a condensed but comprehensive text-book for the student of freight transportation; 1920, 1st rev. ed. 428 p. tabs. forms Q '21 c. '20 N. Y., The Traffic Pub. Co., 150 Lafayette St. \$6

Partial contents: Freight classifications; Rate bases; War revenue tax on freight charges; Interstate Commerce Commission tariff rules; Compulsory testimony act; Foreign trade definitions; Drawbacks; U. S. Shipping Bd. tariff rules; The Merchant Marine act.

Turquoise work of Hawikuh, New Mexico.

30 p. col. front. col. pls. il. F (Leaflet no. 2) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Walksden, S. L.

Aeroplanes. 113 p. il. O N. Y., Spon & Chamberlain pap. 75 c. n.

Walsh, James Joseph

Medieval medicine. 221 p. il. D '20 N. Y., Macmillan \$3

Ward, James

History and methods of ancient and modern painting; v. 3; Italian painting of the 15th and 16th centuries; including the work of the principal artists of the Florentine, Umbro-Florentine, Paduan, Muranese, and Venetian; to the Vivarini and their followers; schools; continued from v. 2. 10+301 p. pls. O '21 N. Y., Dutton \$6 n.

Waterman, Thomas Talbot, and others

Native houses of western North America. 97 p. (20 p. bibl.) front. (fold. col. map) tabs. S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Webster, F. B., ed.

Shipbuilding cyclopedia; a reference book covering definitions of shipbuilding terms, basic design, hull specifications, planning and estimating, ship's rigging and cargo handling gear, tabs. of displacement of com-

modities, arrangement and working drawings of modern vessels, and a composite catalog of marine equipment. 1200 p. il. pls. O c. '20 N. Y., Simmons-Boardman Pub. Co., Woolworth Bldg. \$10 n.; leath. \$15 n.

Weeks, Rufus W.

Socialism of Jesus. 64 p. D '21 Girard, Kas., Appeal to Reason bds. 25 c.

Wells, Margaret Elizabeth

A project curriculum; dealing with the project as a means of organizing the curriculum of the elementary school. 338 p. pls. D (School project ser.) [c. '21] Phil., Lippincott \$2 n.

Wentz, Ardel Ross

When two worlds met; the diet at Worms, 1521. 73 p. front. D [c. '21] Phil., The United Lutheran Pub. House pap. 35 c.; 65 c.

The story of Martin Luther.

White, Viola C.

Horizons. [verse.] 80 p. D (The Yale ser. of younger poets) c. New Haven, Conn., Yale Univ. Press bds. \$1.25

Whittemore, Luther Denny

Elementa prima; the elements of Latin; with the editorial collaboration of George Depue Hadzsits. 23+460 p. front. il. maps D c. '20 Phil., Winston \$1.50 n.

Williams, Joseph

Joseph Williams overland expedition to Oregon—1841; narrative of a tour from the state of Indiana to the Oregon Territory, in the years 1841-2; new ed.; with historical introd. by James C. Bell, jr. 95 p. D '21 N. Y., The Cadmus Bk. Shop, 312 W. 34th St. \$10 [250 copies]

Willis, Honoré McCue [Mrs. Henry Elmer Willsie]

The enchanted canyon. 347 p. D c. N. Y., Stokes \$2 n.

An American novel, with the scene centering about Colorado's Grand Canyon.

Wright, Howard T.

Organization; as applied to industrial problems. 268 p. il. O '20 Phil., Lippincott \$8 n.

Young, Francis Brett

The tragic bride. 8+254 p. D [c. '21] N. Y., Dutton \$2 n.

The story of a young Irish girl who is forced into an unsuitable marriage with a man much older than herself.

University of California. Alumni Association

Books and the ideal state. 13 p. O (Pub. no. 2) '21 Seattle, Wash., The Alumni Assn., Univ. of Washington pap.

Washburn, Edward Wright, and others

Dissolved gases in glass. 39 p. diags. plans pls. O (Univ. of Ill. bull. no. 318, v. 18, no. 15; Engineering experiment station) '20 Urbana, Ill., Univ. of Illinois pap. 20 c.

Woodruff, Edwin Hamlin

A selection of cases on the law of domestic relations and persons; 3rd., rev. and enl. 18+753 p. O c. '20 N. Y., Baker, Voorhis & Co. buck. \$5

Young, Mary Sophie

The seed plants, ferns and fern allies of the Austin region. 98 p. O (Univ. of Texas bull., no. 2065) '20 Austin, Tex., Univ. of Texas pap.

The Publishers' Weekly

62 West 45th Street, New York

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The Publishers' Weekly

Rare Books, Autographs and Prints

THE April issue of the *Century Magazine* contains "A Book Hunter's Garner," by William Harris Arnold, particularly interesting because of its descriptions of inscribed copies.

The library of Lincolniana collected by Alonzo Rothschild and used in writing "Lincoln, Master of Men" and "Honest Abe" has been donated in his memory to the Widener Library of Harvard University.

A collection of etchings by John Marin is on view at the Weyhe galleries. This is the most comprehensive exhibit of Marin's work that has been made in this city and traces his development from the time when he took up etching fifteen years ago up to the last few months.

The current catalog of James F. Drake, Inc., of this city, is rich in rarities of early and modern English literature and includes the second and fourth folios of Shakespeare, and first editions of Milton's "Poems," Herrick's "Hesperides," Fitzgerald's translation of the "Rubaiyat," Lowell's "Commemoration Ode," and some colored plate books in extraordinarily fine condition.

A definitive edition of the collected works of Gabriele d'Annunzio is now in preparation in Rome. It will consist of twenty-one volumes, printed from a special font of type on paper made for this edition. The decorations and illustrations will be executed by De Carolis under the author's supervision and every detail will receive the closest attention with the purpose of making the edition "a monument of Italian graphic art."

"An unfamiliar but extremely fascinating aspect of book hunting suggests itself in the collection of old bookseller's catalogs," says *The Bookman's Journal*. "Pursued systematically this hobby presents a field of research pregnant with engaging possibilities. Apart from more ambitious incentives, its charm consists largely in the remarkably clear conception its pursuit enables us to form of the intellectual atmosphere which pervaded the centuries enabling us, as it were, to view literature thru a mental stereoscope."

Rare books and manuscripts selected from a half score of consignments will be sold at Sotheby's, in London, April 18, 19 and 20. The sale includes first editions of Stevenson, books illustrated by Kate Greenaway, the first four folios of Shakespeare, Shakespeare's "Poems," 1640; Milton's "Paradise Lost," 1668; Walton's "Angler," 1653; Herrick's "Hesperides," 1648; a collection of fine old French and English bindings and a few illuminated and other manuscripts. The catalogs contain 675 lots among which is a high percentage of genuinely rare books.

The fifth in the series of French exhibitions in the Stuart Gallery of the New York Public Library, on view during April, illustrates "Paris in Prints." The exhibition shows Paris in many aspects and moods. Paris of old (Cal-

lot) and of to-day of the fine boulevards (Buhot) and of the slums (Lepere), along the Seine (Bejot) and on the heights of Montmartre (Delatre), architecturally (Lelanne) and in the street life of its people (Buhot), in peace and in war (Martial). The whole forms a veritable chorus in praise of Paris that the print lover cannot afford to miss.

The 838th Caxton Head catalog, issued by James Tregaskis, of London, is remarkable for its collection of rarities of the Tudor and early Stuart periods together with English literature printed abroad during the period 1501-1640, including many early printed quarto plays and romances and controversial black letter theology. There are also noteworthy specimens of fore-edge pointings and fine old English bindings. Such catalogs effectively illustrate the flood of rarities which the last two or three years have brought into the market, and the prices asked show conclusively that they are not unappreciated.

Books, prints and autograph letters from the estate of Dr. Thomas Addis Emmet, of this city, will be sold at the American Art Galleries April 13. This sale constitutes the last remnant of the great collection made by Dr. Emmet and the items of chief interest are decidedly personal. Here is an extra-illustrated copy of "The Emmet Family," privately printed; an extra-illustrated copy of Emmet's "Incidents of My Life," 1912; also "Ireland Under British Rule," by the same author, and a half score of other books of a personal or family nature. When his collection of extra-illustrated books was sold years ago these were reserved. There are here and there other books, autographs and prints of rarity and interest.

Edward Turnbull, of the Walpole Galleries, says that the growth in the number of collectors of Japanese prints in this country in recent years has been amazing. When he first began selling Japanese prints the attendance was small; now a very ordinary sale frequently packs the auction room. Delmonico's hardly sufficed to hold the crowd that attended the sales of the two French collections that were dispersed in January and February. The list of names of persons interested in Japanese prints kept by the art galleries has probably tripled during the last two years and the number of persons who attend auctions with the intention of buying has probably doubled.

The details in regard to the sale of early English poetry and other literature from the Britwell Court Library, the property of S. R. Christie-Miller, at Sotheby's in London, March 10 and 11, have now reached this country. Prior to the sale the English experts had agreed that if this part brought £30,000 it would be doing exceptionally well, in fact, few expected that it would bring as much. Dr. Rosenbach's lively interest in the sale carried the total to £48,552 5s. In commenting upon Dr. Rosenbach, an English bookseller writes: "Dr. Rosenbach

has made a reputation in England at this sale. Of course he was known in a way before, but his modest, quiet and decisive way, entirely free from offensive assertion, impressed all who came in contact with him. We do not feel so badly about his capturing all of the rarities, for he competed in such a sportsmanlike way that we were quite reconciled to his successes. He will carry back to America the good wishes of all English dealers that had the pleasure of meeting him."

The collection of modern etchings made by Herschel V. Jones, of Minneapolis, numbering 282 lots, was sold at the Anderson Galleries, March 28 and 29, bringing \$42,555, and proving one of the most important print sales of the season. There was much doubt as to the success of the sale before it occurred; it was generally considered an unfavorable time for high prices, and good prices were necessary, for Mr. Jones had paid well for his prints as well as for his books. That some of the rare book dealers are becoming a formidable factor in this field was shown in the competition in this sale; in open competition some of the finest prints went to them. It is probable that this support added largely to the final total, making the sale more successful than the most optimistic had predicted. Very properly Whistler's dry point of the reclining girl entitled "Weary," distanced all competitors, bringing \$2,450; it was deserving this distinction, for it was one of the most beautiful modern prints ever sold in this city. This masterpiece went to James F. Drake as did Zorn's "The Toast," which brought \$2,200, the second highest price. Other prints remarkable for their rarity and beauty of impression were Millet's "Peasants going to Work," which brought \$1,500; Whistler's "Lime Burner," \$725; and "Nocturne: Palaces," \$1,900; Zorn's "Zorn and His Wife," \$2,100; "St. Ives," \$1,500; "En Omnibus," \$2,000; "Ernest Renan," \$1,600; "Le Matin," \$875; and "L'Orage," \$905.

The private library of Matthew Baird, Jr., of Philadelphia, consisting mainly of subscription sets of the American, English and French authors will be sold at the American Art Galleries, April 12. The catalog contains 103 lots mainly full bound sets, of the golden age of subscription bookselling, when money was more plentiful than taste. Among many lots which the discriminating buyer will care little for, there are others like the limited subscription editions of Burroughs, Emerson, Bret Harte, Hawthorne, Holmes, and Stevenson that appeal to him. Of the merit of these editions there is only one opinion—they are among the finest in a period of pretentious bookmaking. Nearly all the sets in the sale—good, bad and indifferent—are bound in full Levant morocco, with elaborate doublures, and decorated with gorgeous machine stamped designs. Originally costing from \$25 to \$100 a volume, for years they were a drug in the market and almost unsalable at auction, bringing in the neighborhood of 15 per cent of their cost or less. In the last two or three years there has been a revival of interest and they have been bring-

ing more. The Ruppert sale of last year represents high water and was a decided success compared with similar sales of former years.
F. M. H.

Auction Calendar

Thursday afternoon, April 14th, at 2:30. The library of the late William Winter. (Part 1). (No. 1576; Items 279.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Aegypten Abessinien und Nubien In Alter Und Neuer Zeit. (No. 488; Items 450.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.
Americana and general literature. (No. 13; Items 895.) Smith Book Co., Suite 914 Union Central Bldg., Cincinnati, Ohio.
Archaeologie. (No. 387; Items 890.) Otto Harrassowitz, Querstrasse 14, Leipzig, Germany.
Books, rare, curious, Masonic and miscellaneous. (No. 60; Items 276.) John Metcalfe-Morton, 1, Duke St., Brighton, England.
Choice and interesting books. (No. 264; Items 647.) Holland Bros., 21, John Bright St., Birmingham, England.
Early English literature written before 1700. (No. 142; Items 247.) Lathrop C. Harper, 437 Fifth Avenue, New York City.
Interesting and important books. (No. 5711; Items 327.) William Downing, 5, Temple Row, Birmingham, England.
Livres Anciens Et Modernes. (No. 325; Items 623.) G. Lemallier, Libraire, 25, Rue De Chateaudun, Paris, France.
Miscellaneous second-hand books. (No. 94; Items 1572.) Thomas Thorp, 93, St. Martin's Lane, London, W. C. 2, England.

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- Aldus Book Co., 89 Lexington Ave., New York
Moore (Geo.), First English ed. Modern Lovers.
Shaw (G. B.), First English ed. Unsocial Socialist.
Lawrence (D. H.), All English first editions.
Mencken (H. L.), Any first editions.
Ellis (H.), Sex Inversion.
Wales (Hubert), The Yoke.
James (Henry), What Maisie Knew.
Beerbohm (Max), Yet Again.
Racinet Costumes: Racinet Ornaments.
Leonardo da Vinci's Note Book.
Wilde (Oscar), English first, Lady Windermere's Fan.
Bennet (Arnold), Eng. first, Old Wives' Tale.
Butler (Sam'l), Eng. first, Way of All Flesh.
Wells (H. G.), Love and Mr. Lewishon.
Flecker (James Elroy), Collected Poems.
- American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.
Church Efficiency, Tremaine.
Tongue of Fire, William Arthur.
The Hound of Heaven, William Francis Thompson.
The Choice of Books, Frederick Harrison.
- American News Co., Inc., 9 Park Place, New York
Bombaugh, Facts and Fancies for the Curious.
Gospel of Grace.
Model Prayer.
- Anderson Farm, Belmar, N. J.
11th Ed. Enc. Britannica, vol. 1-2-4-15, large size.
- Associated Students' Store, Berkeley, Cal.
Tolstov, What is Art, Funk & Wagnalls.
Yeats, Ideas of Good and Evil.
- William M. Bains, 1213-15 Market St., Philadelphia
Beauchamp, Iroquois Trail.
Grinnell, American Duck Shooting.
Freundlich, Foundation of Einstein's Theory of Gravitation.
Lamb's Dyeing, Staining and Finishing Leather.
Audubon's Birds and Quadrupeds, 10 vols., early edition; state condition and binding.
American Encyclopedia, latest edition.
Books Relating to the Surgeons of the First Napoleon Era.
- Baker & Taylor Co., 354 Fourth Ave., New York
Stearns, Faith of Our Forefathers.
- James R. Barrie, 27 Broadway, New York
Wister, Owen, The Dragon of Wantley.
- N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Life of a Sportsman, reprint.
Seely's Growth of British Constitution.
English Wayfaring Life, Jusserand, 1st ed.
Daniel on Real Money, T. Cushing Daniel.
Wealth Against Commonwealth, Lloyd.
- C. P. Bensingher Code Book Co., 19 Whitehall St., N. Y.
A B C 5th A1 Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.
- Bigelow, Brown & Co., Inc., 286 5th Ave., New York
The Internal Secretions, by Falta, translate by Myers.
The Pituitary and its Disorders, Harvey Cushing.
Internal Secretions, Biedl.
The Endocrine Organs, Sir E. A. Schafer, London.
- The Book Shop, Woods Hole, Mass.
Accounting for Department Stores, Detroit, 1906.
Charoka Club Proc., v. 2 only, Hoeber, 1906.

The Book Shop—Continued

- Chavous, Path to Peace, Warren Pub. Co., 1918.
Graham, Athletics of Today, Platt & Peck, 1910.
Hartley, Memorials of R. M. H., Utica, 1882.
Rand, W. B., Lilliput Lyrics, J. Lane Co.
Shepherd, Historical Atlas, Holt, 1911.
Anything by A. Thomas.
Weitenkampff, F., American Graphic Art, 1912.
- Boston Bookman, 104 Robinwood Ave., Boston 30, Mass.
The Belle of the Blue Grass Country.
Howard Ashley or the Youthful Soldier of the Cross.
Antrim, Naked Truths and Veiled Illusions, Altemus.
Britten & Holland, Dict. of Plant Names (Eng.).
F. W. Calkins, The Wooing of Tohala, 1907.
F. W. Calkins, Two Wilderness Voyagers, 1903.
Dean Church, The Oxford Movement.
Mrs. W. A. K. Clifford, Very Short Stories (Eng.).
Mary Frere, Old Deccan Days.
Grimm, Household Tales, ed. by Margaret Hunt.
H. G. Wells, The Country of the Blind, Nelson.
Popular Tales and Fictions, Edinboro, 1887.
Collections Mass. Hist. Soc'y, ser. 2, v. 9; ser. 3, v. 9; ser. 4, v. 1.
Journal of Western Soc'y Engineers, complete file.
- Brenano's, Fifth Ave. and 27th St., New York
The Wives of Henry VIII, by Martin Hume, McClure, Phillips & Co.
An Island Garden, by Celia Thaxter, Childs Haslam illustrations.
Life of John Randolph.
Sonia Kovalevsky.
Hayden's Dictionary of Dates.
Crock of Gold, Stevens.
Jurgen, Cabell.
Astrology and Mythology of Greece and Rome.
Ships of the British Navy, William G. Gates.
Fishing and Shooting, Frank Forester.
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Mystery of Mary Stuart, Andrew Lang.
Peter Parley's Recollections of a Lifetime.
Slater's Early Editions.
Madame de Remusat, 3 vols.
Lowndes' Bibliography.
Romance of Tristan and Iseult, Bedier.
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Midstream, Comfort.
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Odd volumes of Balzac, Collier edition only.
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Golden Bowl, James.
Awkward Age, James.
History of Forestry, Fernow.
Tales of Mean Street, Morrison.
The Pianolist, Kabbe.
A Summer in Touraine. Lies.
Friar Tuck, Wasson.
My 75.
The Pride of Jennico.
The Story of Francis Cludde.
Building and Structure of Amer. Railroads, Berg.
Theologia Germanica, Winkworth.
Pans as It Is, de Forrest.
Finding the Worth While in Europe, Osborne.
Maryland Colonial Eastern Shore, Skirven.
National Humor, Macrae.
Tyranny of Shams, McCabe.
Shakespeare on Stage, 1st series, Winter.
Shakespeare on Stage, 2nd series, Winter.
French Revolution and Eng. Poets, Hancock.
Dances and Dancers of Today, Coffin.
Text Book of Small Arms for British Government.
Gist of Real Property, Aron.
Fifty Years in Wall St., Clewess.
Lincoln and His Cabinet, Dana.
Recollections of a Varied Life, Eggleston.
Autobiography of Horace Greeley.

BOOKS WANTED—Continued

Brentano's—Continued

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 Modern Prac. Joining, Ellis.
 Stael, de, Mms., Memoirs of.
 Microtomists, Vade.
 Woman Beautiful, Fletcher.
 On the Witness Stand, Munsterberg.
 How to Strengthen the Memory, Holbrook.
 Famous Imposters, Stokes.
 Eline Verse, Couperus.
 Orange Judd Cook Book, Goessler.
 Stories by Old Man Greenhut and His Friends, Ed. Mott Curtis.
 Washington's Reception by Ladies of Trenton.
 Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.
 Epistlae Obscurum Virorum (Von Hettem, Erasmus, etc.), London, 1681.
 Bridgman's Book Shop, 108 Main St., Northampton, Mass.
 Maker of Dreams, by Oliphant Dawn.
 Peasant Art in Russia, by Holmes.
 Albert Britnell, 815 Yonge St., Toronto, Can.
 International Business Library, 12 vols., 1910, pub. by Inter. Law and Business Institute.
 Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.
 Simmons, Commercial Products of the Sea.
 Burrows Brothers Co., 633 Euclid Ave., Cleveland
 Passing of the Great American, by Royce.
 Campion & Co., 1313 Walnut St., Philadelphia
 Fields of France.
 Bostonians, Henry James.
 Other House, Henry James.
 Terminations, Henry James.
 Central Book Co., 93 Nassau St., New York
 Science & Health, 1st to 50th ed.
 C. S. Journals, complete and odd nos.
 C. S. Manuals, old pamphlets, etc.
 George M. Chandler, 75 E. Van Buren St., Chicago
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 St. Nicholas Magazines, bound, 1905 to 1915.

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 Stevenson, The South Seas.
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 Tooker, Under Rocking Skies.
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 Shaw, A. W., Some Problems in Market Distribution.
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Calendario de las Senioritas Mexicanas, any excepting
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Canada, any works on Theatre of.
Chase, Hist. Dartmouth College and Hanover, 1891.
Clark, A. B., Hist. Yachting.
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4 vols.
Crockett, S. R., Banner of Blue, N. Y., 1902.
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Duran, Charles, Philadelphia Stage.
Forester, Frank, Manual for Young Sportsmen, War-
wick Woodlands.
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Hamilton's Republic of the U. S., vol. 6, black clo.
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Timperley, C. H., Dict. of Printers, Lond., 1839.
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Walker, Williston, Ten New England Leaders.

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Sparrow, English House, 2 copies.
Hall, Land of Long Ago.
Bishop Vincent's Book, Curiosities of the Bible.
Marie Correlli, Master Christian.
Marie Correlli, Sorrows of Satan.
Book of Knowledge.
- Jos. McDonough Co., Albany, N. Y.**
Butler's Journal, vol. 2, 1835.
Goodman's Court of King James, vol. 1, 1809.
Book of Knowledge.
- Newman McGirr, 39 S. 19th St., Philadelphia**
Phila. Directory, 1857 or 1858.
Shoemaker, H. W., Wild Life in Western Penna.
Tomb, Phillip, 30 Years of Hunter's Life.
Trumbull, Jno., Brief Sketch of, Weir, 1901.
Currier & Ives, Sporting Prints.
History of Wayne, Pike & Monroe Cos., Penna., Mathews, 1866.
Jones, Rev. J. B., The Monarchist, Phila., Hart.
R. H. Macy & Co., Inc., Book Dept., Herald Sq., New York
And They Thought We Wouldn't Fight, Gibbons.
- Massachusetts Institute of Technology Library, Cambridge 39, Mass.**
Institution of Mechanical Engineers Proceedings, Jan. to May, 1918.
- Milwaukee Public Library, Milwaukee, Wis.**
Proctor, H. R., Principles of Leather Manufacture, Spon.
Hides and Skins from the Animals' Backs to the Tannery Door, Shoe & Leather Wkly.
- The W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.**
Autobiography of a Happy Woman, Anon.
Carus, History of the Devil.
Mahan, Caesar's Court.
West, Gilbert, Scepticisms Assailed.
Clark, Negroes in Equity.
Belloc, Aftermath.
Belloc, Caliban's Guide to Letters.
Riddle, Old Newbury, The House of Ross, and The Horns of Habakkuk.
James, The Art of Fiction.
Was Jesus Son of God or Man? Rindskopf(?).
- Missouri Sotre Co., Inc., Columbia, Mo.**
Gosta Berling, Story of Lagerlof.
- E. V. Mitchell, 27 Lewis St., Hartford, Conn.**
History Whaling Industry, 1878, Starbuck, pub. in New Bedford.
Guy Earlscourt's Wife, May Agnes Fleming.
Control of Tropics, Kidd, Putnam.
Private Gaspard, Benjamin, Brentano.
Voice, How to Train It, Warman, Lothrop, Lee & Shepard.
Two Centuries Costume in America, 2 vols., Earle, Macmillan.
Nora's Love Test, Carey.
- Edward F. Moody, care Brown Co., Portland, Me.**
The Wreck and the Rescue, Rev. Wm. H. Harrison
Fairfield, ed. by Enoch Pond, Boston, 1858.
- S. Spencer Moore Co., Charleston, W. Va.**
Plant Analysis, Appgar.
Origin of Floral Structure, Henslow.
Plants and Their Pedigrees, Grant Allen.
First Voyage Around the World, Pigafetta, trans. by Stanley.
Biography of Magellan, Guillemand.
Drawing and Painting, D. W. Ross.
Book of Architectural Drawings, Goodhue.
- Morris Book Shop, Inc., 24 N. Wabash Ave., Chicago**
Eddy, Cubists and Post Impressionists.
Eddy, Delight the Soul Art.
Eddy, Recollections of Whistler.
Peary, Secrets of Polar Travel.
Cabell, Gallantry, Harper, 1907.
Saltus, Imperial Purple.
- Thomas B. Mosher, Portland, Me.**
Pater's Marius the Epicurean, 2 vols., quarto, Portland, Me., 1900.
- John J. Murray, 2 Alexandra Park Gardens, Glasgow, Scotland**
The New Reccolta, A Prayer Book pub. about 1838 by Cunningham, Philadelphia, 2 copies required.
Revival of Scholastic Philosophy, Perrier.
Dr. Sevier, illus. ed.
- New Jersey Zinc Co., 160 Front St., New York**
Rayleigh, Theory of Sound.
Chemical Abstracts, vol. 1, nos. 2, 3, 12, 13, 14, 15.
- Norman, Remington Co., Charles St., Baltimore, Md.**
McCabe, Romance of the Romanoffs.
International Studio Complete, bound.
Gerard, Romance of Ludwig II, D., Mead.
Miller, Office Seekers' Blue Bk., last ed.
Post, Nameless Thing, Appleton.
Isham, Half a Chance, Bobbs-M.
Kidder, Architects & Builders' Hdbk., Wiley.
Alford, State of the Blessed Dead, Doran.
Moliere, Merchant Gentleman, trans. by Baker, S. French.
Monzert, Independent Liquorist.
Monzert, Practical Distiller, Dick & Fitzgerald.
Norton, Modern Yeasting & Distillation.
Cuba Before the World, Alfonso & Martinez.
Weir, Conquest of Isthmus.
Dreier, Five Months in Argentine.
Biles, Building and Constructions of Ships, vol. 2.
Cabaton, Java and Sumatra.
Major Operations of Navies in War.
Any books on Tiverton, Devonshire.

BOOKS WANTED—Continued

- Occult Bookshelf, 955 8th St., San Diego, Calif.**
Some Revelations as to Raymond, author unknown, withdrawn from sale.
Christ of the Red Planet, Eleanor Kirk, o. p.
Spiritual Law in the Natural World, Eleve.
What Dreams May Come, Neville.
The Night Side of Nature, Crewe or Crowe.
There Are No Dead, Misener.
Photographing the Invisible.
- Ohio State University Library, Columbus, O.**
Folks, Care of Destitute, Neglected and Delinquent Children, 4 copies.
- Old Corner Book Store, Inc., 27 Bromfield St., Boston**
Ghost Kings, Haggard.
Story of the Constitution, Rossita Johnson, 2 copies.
Thomas Carlyle, Letters to His Sister, Mrs. Hanning, Houghton Mifflin Co.
Truants, Mason.
- Oriental Estoreic Library, 1207 Q St., N. W., Washington, D. C.**
Comfort, Mid-Stream.
- C. C. Parker, 220 S. Broadway, Los Angeles, Cal.**
Swallow's Wing, Chas. Hannan, London, 1837.
Is Mankind Advancing? P. M. Martin.
Castle Craney Crow, McCutcheon.
Little Citizens, Myra Kelly.
Adopting an Abandoned Farm, Kate Sanborn.
Silence, S. Miller Hageman.
Theatre of Today, Moderwell.
Dawn of Civilization, Maspero.
Robert Louis Stevenson in California.
Hexapla, Greek Testament, 6 trans.
Love of Life, Jack London.
People of the Abyss, Jack London.
Garden without Walls, Dawson.
My Quaker Maid, M. E. Ryan.
Hundred Best Books, Powys.
April Twilight, Cather.
Colonial Families U. S. A.
From Lands of Exile, Pierre Loti.
Diary of a Lost One.
Nebula to Men, Knipe.
Brother of the Third Degree, Garver.
Marse Chan, Thomas Nelson Page.
Phoenixana, John Phoenix.
Squibob Papers, John Phoenix.
Our House and London Out of Our Windows.
This Day in Court, Percival Pollard.
Life and Letters of Edward Thwing.
- D. L. Passavant, Zellenople, Pa.**
Canfield, Diary '49er, 1906 ed.
Pa. Mag. Hist. & Biog., 1900-1921.
Craig, Olden Time, vol. 2, 1847, \$15.00.
Royal Anne, Pa. Travels, vol. 2, \$8.00.
Brackenridge, Mod. Chivalry, part 3, Scull, Pgh., 1793, \$50.00 paid.
Pierce, Poems of the Turf.
Strickland, Queen's Scotland, vols. 4 to 8, red cl., London, 1850.
Shakespeare's Works, Appleton ed., 1882, vols. 8 & 9.
Sherard, Modern Paris.
- Pearlman's Book Shop, 933 G St., N.W., Washington, D. C.**
Statesmen's Year Book, 1919.
Choate, Joseph H., American Addresses, Century.
Carpenter, Intermediate Sex.
Burroughs, Birds and Bees.
Norris, Van Doren and the Brute.
Out of the Hurly Burly, or, Life in an Odd Corner.
Strassbourg's Story of Tristan and Iseult, English trans. by Weston, preferred.
- Pennsylvania Terminal Book Shop, New York**
Jerome K. Jerome, Paul Kelter, Dodd, Mead, '02.
- Pettibone McLean Co., 23 W. 2nd St., Dayton, O.**
Kellicott's Text Book Embryology.
Guldner, Dresel Engines.
Love Poems of Three Centuries.
- Philadelphia Book Co., 17 S. 9th St., Philadelphia**
Wright, Methods of Petrographic Microscope, no. 158, Carnegie Institute.
- Powers, Book Section, Minneapolis, Minn.**
American Statesmen Series, Standard Library ed., cloth or binding, state condition and price.
- Charles T. Pownner Co., 26 E. Van Buren St., Chicago**
Tate Wilkinson's Memoirs.
Ireland, Records of the N. Y. Stage.
Herman Melville, any.
Louis Becke, By Reef and Palm.
Murray, Flower Legends for Children.
Keane, World's People, up to 25 copies.
- Pownner's Book Store, 37 Clark St., Chicago**
Jerome, Passing of the Third Floor Back, play.
Venable, Beginnings of Literary Culture in the Ohio Valley.
J. Fellows, Mysteries of Freemasonry.
- Presbyterian Bd. of Pub., Witherspoon Bldg., Philadelphia**
Owen's On the Holy Spirit.
- Presbyterian Bd. of Pub., 278 Post St., San Francisco, Cal.**
Brand's Popular Antiquities, 3 vols., Bohn's Library.
Selections from the Poetical Works of Robert Browning, from 6th London ed., Crowell.
Some Jokes I Have Met, 2 copies.
Vedder, Socialism and the Ethics of Jesus.
Clarke, Can We Believe in God the Father?
Stead's Letters from Julia.
- The Presbyterian Book Store, 411 N. 10th St., St. Louis, Mo.**
Hasting's Encyclopedia of Religion and Ethics, 10 vols., cloth or ¾ Morocco.
The Gospel Mystery of Sanctification, Marchall.
- Preston & Rounds Co., 98 Westminster St., Providence, R. I.**
Kings, Between the Lines.
Kings, Wartime Wooing.
- Putnams, 2 W. 45th St., New York**
MacBean, Marjorie Fleming.
Schliemann, Mycenae, Ilios, Troja, Troy.
Low, Chronical of Friendships.
Huneker, Painted Veils.
Edwards, Dictionary of Thoughts.
Plongen, Queen Moo.
Baldwin, Ancient America.
Stevenson, vol. 1, Thistle ed., cloth.
Lee, Memoirs of General Lee.
Log of the North Shore Club.
Age of Despots, Revival of Learning, Fine Arts, Italian.
Literature, 2 vols., Holt ed.
Catholic Reaction, 2 vols., Holt ed.
Fraser, Golden Bough, 2 vols., 1890.
Carter, Law, Its Origin, Growth and Function.
Gypsy Trail, An Anthology.
Emerson, Story of the Vine.
Whipple, Typhoid Fever.
Roosevelt, Hunting Trips of a Ranchman, 4to, orig. int. ed.
Roosevelt, Wilderness Hunter, 4to, orig. lmt. ed.
Chesterfield, Letters, 5 vols., Lippincott.
John Quincy Adams, Works.
- Radical Book Shop, 867 N. Clark St., Chicago**
Practical Camelia Culture, Holliday, 1880.
- Paul R. Reynolds, 70 Fifth Ave., New York**
Notes on Track, W. M. Camp, pub. in 1904 at Auburn Park.
- J. W. Robinson Co., 7th St., Los Angeles, Cal.**
Julia Fletcher, Kismet.
St. Nicholas, 2 vols., 1920.
Geo. Allan England, Darkness and Dawn.
Stanley Waterloo, Through the Ages.
Dreiser, The Genius.
John Mistletoe, Dictionary of Deplorable Facts.
- Rosenbach Co., 1320 Walnut St., Philadelphia**
Hunter's Stiegel Glass.
- St. Paul Book & Stationery Co., 55 E. 6th St., St. Paul, Minn.**
Birds of Eastern North America, Chester A. Reed.

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- Sather Gate Book Shop, 2307 Telegraph Ave., Berkeley, Calif.**
Meredith, Diana of the Crossways, Boxhill ed. Ordeal of Richard Feverel, Boxhill ed. Laut, Conquest of the Great Northwest, 9 copies.
- Schaefer & Koradi, S.W. Cor. 4th & Wood St., Philadelphia**
Trillier, My Uncle Benjamin, trans. by Tucker.
- Schoenhof's French Bookshop, 15 Beacon St., Boston**
Young, Italian Grammar, 25 copies.
- Schulte's Book Store, 80 Fourth Ave., New York**
New Light from Old Eclipses, Page.
A Man in the Open, Pocock.
Magazine Baconia, any issue after 1902 or a complete run.
Universal Anthology, vols. 10, 13, 14, 15, 16, 19, 22, 33.
William Shakespeare, Cardinal Nicholas Wiseman.
- Scrantom, Wetmore & Co., Rochester, N. Y.**
J. S. Gilbert, Panama Patchwork.
Autobiography of Senator John J. Ingalls.
Zola, Therese Raquin, Vizetelly ed.
Zola, Abbe's Temptation, Vizetelly ed.
- Charles Scribner's Sons, Fifth Ave., New York**
Armistead, W. H., Trout Waters, Macmillan.
Carton, Hugh, The Grand Assize, Doubleday.
Crane, Beauty and Beast Picture Book, Lothrop.
Harris, C., Circuit Rider's Widow, Doubleday.
Jones, R. M., Platonism of Plutarch, Banta Pub. Co.
Moody, Mind of the Early Converts, Doran.
Scraggs, Any Works of George G. Scraggs.
Taft, Political Issues and Outlooks; Speeches Delivered between Aug., 1908, and Feb., 1909, Doubleday.
Taft, Presidential Addresses and State Papers, vol. 2 only.
New York Evening Post, Sept. 7th and 14th, 1901.
Cable, Cavalier, Julia Marlowe ed., Scribner.
Carroll, Expositions of Dante, Doran.
Carryl, Grim Tales Made Gay.
Chinese Snuff Bottles, Books on.
Dante, English Dante, trans. by J. Pyne, Boni.
Federer, K., Dante and His Time.
Gesta, Romanorum, Bohn Library.
Hogan, Life and Works of Dante, Longmans.
Malet, L., History of Sir Richard Calmady, Dodd, Mead.
Munsterberg, Photoplay, A Psychological Study, Appleton.
Munsterberg, Peace and America, Appleton.
Murray, Guide to Spain, state ed.
Philo, Works, ed. in English.
Rossetti, W. M., Dante and His Circle.
Toynbee, Dante Studies and Researches, Dutton.
Vision of MacConglinne.
- Hobart J. Stanley & Co., Inc., 5 Church St., Burlington, Vt.**
Our Hawaii, London, pub. McMillan.
- The Sherwood Co., 40 John St., New York**
Gissing, Charles Dickens.
Stanley's Through Dark Continent.
Sienkiewicz, Whirlpool.
Dumas, Camille.
Pollock, Spanzoza, His Life and Philosophy.
Hirsch, Democracy vs. Socialism.
Mulford, Orphan.
Quain's Dict. of Medicine for Men.
- Charles Sessler, 1314 Walnut St., Philadelphia**
Colonial Homes of Philadelphia.
First eds. Hergesheimer.
Pigeon Book, Fulton.
Walkyre, with Rackham illus.
Rheingold, with Rackham illus.
Leaves of Grass, 1st ed.
Leaves of Grass, 2nd ed.
Life and Literary Remains of Lee Blanchard.
Fenelon, Spiritual Writings, English.
Peter Pan, Rackham illus.
Way of All Flesh, Butler.
Shelton Mackenzie's Magazine, 5 vols.
- S. D. Siler, 930 Canal St., New Orleans, La.**
Forsyth, Life of Cicero.
- John Skinner, 44 N. Pearl St., Albany, N. Y.**
Appalachian Magazine, original nos., vol. 2, no. 2; vol. 3, no. 2; vol. 4, no. 4; vol. 14, no. 3.
Seward, Bancroft.
- Clarence W. Smith, 44 East Ave., Rochester, N. Y.**
Jenkins, Man in the Street.
- C. Everette Smith, 1113 Story Bldg., Los Angeles, Cal.**
London Art Journals, Virtue & Co., 1832 to 1913 also 1911, 1912, 1913.
Salons, Goupil, 1880 to 1888, also 1897, English text.
Morgan, J. Pierpont, Catalogues of Bindings, Royal English and French, also Early Printed Books.
- Smith & Lamar, 1308 Commerce St., Dallas, Texas**
Collingsworth's Lectures on the Church, 2 copies.
- Smith & Lamar, 810 Broadway, Nashville, Tenn.**
Redford's History of Methodism in Kentucky.
Standard Dictionary of Facts, and Question Book, pub. by Frontier Press, state ed.
The Mycenaean Age, 1500 to 1100 B. C., Tsountas & Manatt, Houghton Mifflin.
- P. Stammer, 61 Fourth Ave., New York**
Stowe, Astrological Periodicy.
New Knowledge Magazine, any for 1908.
- José & E. S. Stern, Inc., 608 S. Dearborn St., Chicago**
Bacon, Lord, Abridgement.
Confessions of St. Teresa, fine copy.
DeMusset, Poems, complete, in English.
Japanese Flower Arrangement, Mary Averill, Lane.
Roland, Mme., Memoirs of.
Stael, de, Mme., Memoirs of.
Shakespeare, Booklovers ed., 40 vols., cloth.
LaRochefoucauld's Maxims, Humphreys, London ed.
Maxims of Beaconsfield, Humphreys, London ed.
Ninon d'Enclos, Humphreys, London ed.
- W. K. Stewart Co., 44 E. Washington St., Indianapolis, Ind.**
Booth Tarkington, Beautiful Lady.
Clark, Three Modern Plays from the French.
Cabell, Jurgin.
E. D. Hanscom, Friendly Craft.
Gustave Kobbe, Child of the Opera House.
Oppenheim, Mental Growth and Control.
M. S. Watson, How Smart Are You?
- W. K. Stewart Co., Louisville, Ky.**
Farm and Home Mechanic, Schofield.
- Stratford & Green, 642 S. Main St., Los Angeles, Cal.**
Thomas, Crystal Button.
Burton/Holmes Travelogues in Morocco binding.
Hamilton, Studies in Stagecraft.
Poore, Pictorial Composition.
Ball, Shakespearian Synopses.
Lauteri, Modeling, vol. 1.
- Studio Book Shop, 198 Dartmouth St., Boston**
Set of Prentice Mulford's books.
Meaning of Truth, William James, 1909 ed. only.
Hiram Corson's Aims of Literary Study, Voice and Spiritual Education.
- Sunwise Turn, Inc., 51 E. 44th St., New York**
Deeping, Uther and Igraine.
Garland, Moccasin Ranch.
Kropotkin, Field, Factories and Workshops.
Li Ung Bing, Outline of Chinese History.
North, Annals of a Happy Life.
Wharton, Italian Villas and Gardens, 1st ed.
Saintsbury, The Cellar Book.
Saltus, Historia Amoris.
- Texas Christian University Library, Fort Worth, Tex.**
Udden, J. A., The Deep Boring at Spur, Oct. 5, 1914, University of Texas Bulletin, no. 363.
Udden, J. A., Potash in the Texas Permian, Mar. 20, 1914, University of Texas Bulletin, no. 17.
Cambridge History of American Literature, complete, 2 sets, Ed. A. W. Ward.
Tyler, Moses Coit, History of American Literature, 2 vols.
Woolley, John G., Civic Sermons, 8 vols.
Samuelson, The History of Drink.
Chafin, E. W. Master Method.
Gustafson, The Foundation of Death.
Eddy, Alcohol in History.

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Benedict, Waifs of the Slums.
 Du Bois, The Philadelphia Negro.
 Blaine, Twenty Years of Congress.
 Wallington, American History by American Poets, 2 vols.
 Smith, Village Life in China.
 American Year Book, 1910.
 Who's Who in America, 1911-1912, 1913-1914.
 Goldman, Social Significance of the Modern Drama.
 Lloyd, Two Russian Reformers.
 Echegary, The Great Galeato, English.
 Stowell, Diplomacy of War, 3 vols.
 Trent, Historic Towns of Southern States.
 Thwaites, Towns of Western States.
 Flint, History and Geography of the Mississippi Valley.
 Hosmer, Short History of the Mississippi Valley.
 Hale, South Americans.
 Bryce, S. A., Observations.
 Moses, American Eve of Emancipation.
 Woodward, Short History of Expansion of British Empire.
 Baird, Huguenot Emigration.
 Petrovitch, Servia, Her People, etc.
 Maupes, India.
 Pratt, Real South Africa.
 Elwin, India and the Indians, Murray.
 Dupuy, Great Masters of the Russian Literature.
 James, Partial Portraits.
 Garnett, Tolstoi, Houghton.
 Swinnerton, Stevenson, Critical Study.
 Cabot, Memoirs of Emerson.
 Trotter, Instincts of the Herd in Peace and War.
 Hayes, Handbook for Field Geologists.
 Brandes, Ibsen and Bjornson.
 Bates, English Religious Drama.
 Griffin, Life of Browning, 2 copies.
 Brooks, Browning Studies.
 McMahan, Florence Poetry of the Brownings.
 Lee, Stratford on Avon.
 Bagehot, Shakespeare the Man.
 Watson, Wordsworth's Grave.
 Fairchild, Making of Poetry.
 Mais, From Shakespeare to O. Henry.
 Graves, Act Time in Elizabethan Stage.
 Jones, Foundations of a National Drama.
 Gulf Coast Oil News, Mar. 30, 1918.
 Oil Trade Journal, vol. 9, Apr., 1918, May, 1918, Feb., 1918, Mar., 1918, June, 1918, July, 1918.
 Bulletin of American Institute Mining Eng., June, 1918, Aug., 1918.
 Powell, J. A., Powell's Oil & Gas Directory, Bartlesville, Okla., 1918.
 Natural Gas Association of America, Proceedings, vol. 10, 1918.
 Annual Report, 21st, U. S. Geological Survey, part 7, Texas.
 Taff, Geology of Arbuckle Mountains, Professional paper, no. 31, U. S. Geological Survey.
 U. S. Relief Map, Government, large size.
 Dumble, Annual Report of Geological Survey of Texas, 4 vols.
Theatre Book Shop, 72 E. 1st South St., Salt Lake City, Utah
 Cassell's Cyclopedia of Photography, Jones.
 Kidder, Mormonism and the Mormons.
 Ford, History of Illinois.
 Pratt, Missouri Persecutions.
 The Seer, Orson Pratt, complete or odd vols.
 Millennial Harbinger, Campbell, vols. 1 and 2, or complete set.
Thoms & Eron, Inc., 34 Barclay St., New York
 Book Prices Current, 1911.
 Burne-Jones, Pictures of Romance and Wonder, R. H. Russell.
 Moulton's Bible as Literature, by Lyman Abbott.
 Maryland Historical Society, odd volumes.
 Recollections of Frontier Life, E. A. Roe, Rockford, 1885.
 Aunt Lenna or Early Scenes in Kentucky, E. A. Roe, Chicago, 1855.
 Life of Governor Thomas Chittenden, by Daniel Chipman.
 Pioneer Mothers of America.
 The first two vols. of Vermont Historical Society Collections.

Thoms & Eron, Inc.—Continued

Generals and Commanders of the Revolution; anything covering this subject.
Lewis M. Thompson, 29 Broadway, New York
 Delafeld, Biography of Francis and Morgan Lewis.
 English Notes, Boston Daily Mail Office, 1842.
Traver's Book Store, 108 South Broad St., Trenton, New Jersey
 Kipling, Seven Seas ed., vols. 7, 24, 25 and 26.
 Voltaire, vols. 1 and 41 of 42 vol. ed.
 Book Lover's Shakespeare, odd vols.
 Maxtone-Grahme, Oliphants of Gask.
 Walker Genealogy.
 Warren, Spalding Memorial.
 Memorials of the Campbells of Kilmartin.
 Brayley, Laundering.
 Haggard, Queen Sheba's Ring.
 Hall, Far From Today.
 Hopkins, Law of Love.
Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.
 Rise of Religious Liberty in America.
 Concise History of Masonry, Gould.
 History of Rose Croix, Waite.
 Studies of Masonic Mysticism, Waite.
 Jewels of Masonic Oratory.
 Cathedral Builders, Lader Scott.
 Historic Landmarks, Oliver.
 Hist. of Initiation, Oliver.
Union League Club, 1 East 39th St., New York
 Hendrick, Railway Control by Commissions, 1900.
University of Illinois Library, Urbana, Ill.
 Brown, Elmer Ellsworth, The Making of Our Middle Schools.
University of Oregon Library, Eugene, Ore.
 Orr, E. G., Real Estate Broker's Cyclopedia.
 Peckham, Geo. W., Wasps, Social and Solitary.
 Worcester, E., The Book of Genesis in the Light of Modern Knowledge.
Arthur P. Van Horn, 913 Main St., Dallas, Tex.
 Christian Barentsen Van Horn and His Descendants, by C. S. Williams, New York, 1911.
Vassar College Library, Poughkeepsie, N. Y.
 Allinson, A. C., Roads from Rome, 1913.
 Cushing, H. W., Pituitary Body and Its Disorders, 1912.
 The Freedom of Speech and Writing Upon Public Affairs Considered, London, 1766.
 Sanial, S. C., History of the Press in India.
Von Blon, 203 S. 4th St., Waco, Tex.
 Griswold, R. W., The Female Poets of America.
 Jefferson, Life of Christ; edition published by Congress only.
Walden Book Shop, 307 Plymouth Court, Chicago
 Poems, William Sharpe, Duffield.
 History of Modern Art, 2 vols., J. A. Meyer-Graefe.
Edwin C. Walker, 211 W. 138th St., New York
 Bourne, Geo., Memoirs of a Surrey Laborer, London, 1907.
 Hudson, W. H., A Shepherd's Life.
John Wanamaker, New York
 Old Irish World, Mrs. Green.
 Chance and Luck, with Notes on Poker, by R. A. Procter, pub. L. Green.
 Jeu de Poker, by U. Nubot, pub. Henri Gautier, Paris, 1893, Eng. or French.
 Jeu de Poker, Laun, pub. by Watilliaux, Paris, 1897, in Eng. or French.
 Jeu de Poker, Habey, the Paris, 1886, in Eng. or French.
John Wanamaker, Philadelphia, Pa.
 Scotch Irish in America, by Hanna.
 Constitutional Convention of 1787, Madison.
 Useful Details in Several Styles, by Benstead.
 Airedale by Haynes.
 Practical Dog Keeping, Haynes.
 Interludes and Poems, Abercrombie.
 Mary and the Bramble, Abercrombie.
 Sale of St. Thomas, Abercrombie.
 Emblems of Love, Abercrombie.
 Hugh Wynne, First ed.

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Pennypacker's Pennsylvanian in American History. Twilight of God's and Antichrist, in one vol. Crier by Night, Bottomley. Midsummer Eve, Bottomley. Life of Custer, by Gen. Frank Whittaker. Castles and Chateaux of Old Touraine and the Loire Country, by Mansfield. Peter Parley's Child's History of United States.

T. Warburton, 15 Humphrey St., Cheetham Hill, Manchester N., England

Huneker, Painted Veils, 1920.
French, American Silversmiths, 1917.

J. R. Weldin Co., 413-415 Wood St., Pittsburgh, Pa.
Roosevelt, Winning of the West, 4 vol. ed.

Whaley Book Shop, 749 5th Ave., New York [Cash]
The Yoke, Hubert Wales.
Madam Mesange, Berkeley Smith.
1 each, 365 Series, published by Jacobs.

Whitlock's Book Store, Inc., 219-221 Elm St., New Haven, Ct.

Lounsberry, Book of Yale Verse.
McKay, History of Free Masonry.
Knox, Fixation of Atmospheric Nitrogen.
St. Nicholas for January, 1920.
Holland, Seven Oaks.
Hudson, Birds and Man.
Rashdell, Conscience and Christ.
Life for August 28, 1913.
Hearst's Magazine for July, 1913.

J. I. Williams Book Co., 24 Pearl St., Worcester, Mass.

Half Tone by the Enamel Process, by Rob. Whittet.
Spirit Slate Writing.

H. W. Wilson Co., 958 University Ave., New York
Smith, Jessie Willcox, Children's Book Week Poster.

Woodward & Lothrop, Washington, D. C.

General Introduction to Study of Holy Scriptures, by C. A. Briggs.
Parabolic Teaching of Christ, by Miner.
Abelard & Heloise, any edition.
Flame and Shadow, by Teasdale, 1st edition only.
Rivers to the Sea, Teasdale, first edition only.
Love Songs, Teasdale, first edition only.
The Begum, Flora Anna Steel.
Red Rowans, Flora Anna Steel.
History of Truro Parish, Va., by Slaughter.
Diplomatic Memoirs, by John W. Foster.
The Three Creeds, Oxford Library.

Woodworth's Book Stores, 1311 East 57th St., Chicago
Casket of Poetical Gems.

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Miss W. Adger, 2000 DeLancey Place, Philadelphia
Homer, His Iliads, translated and illustrated by John Ogilby, London; printed by Thomas Roycroft in 1660; price \$25.00.
Africa by John Ogilby, London; printed by Thos. Johnson for the author, 1670; price \$3.00.

E. P. Boyer, Bourse Building, Philadelphia
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H. & W. B. Drew Co., Jacksonville, Fla.
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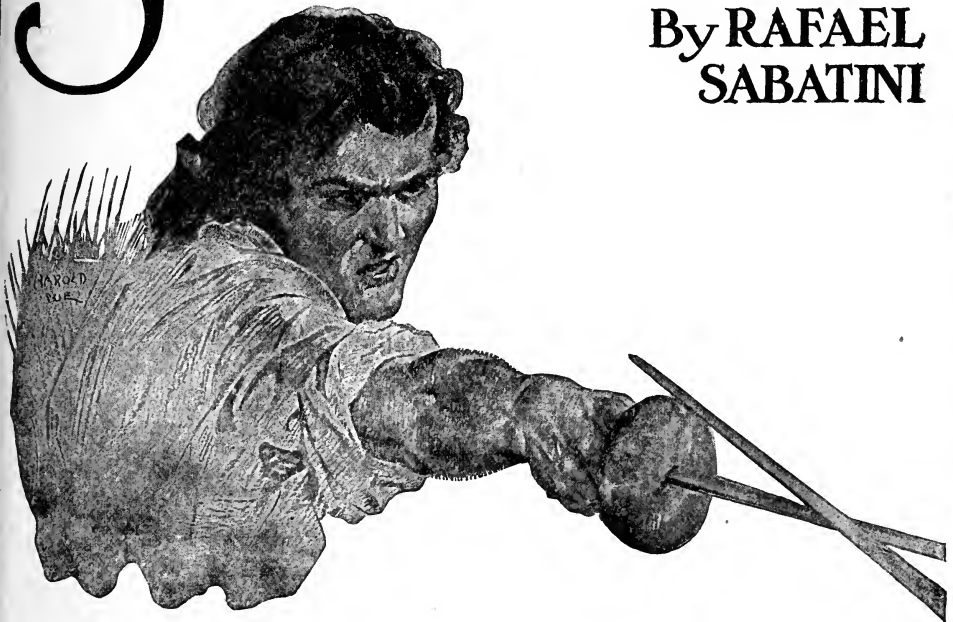
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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Fair Play on Both Sides

DURING the war period, conditions were such that recurring increases of wages were necessary to keep pace with the increased costs of living. The drafting of active men for war service reduced the number of workers in every industry, giving those who remained at work a "scarcity-value" for their labor, and the demand for product in all industries, not least paper and printing, rose despite the general expansion of prices. Under these conditions, labor had the upper hand and oftentimes made it a whip hand.

It was difficult at any given time to adjust wages in accurate relation with the changing costs of living, but in the printing and correlated industries wages for skilled labor reached such a level that the employee was often netting more than the employer. Publishers were unable from the margin between increased cost of manufacture and book prices, which margin lessened proportionately if not actually, to increase the salaries of office forces, which is the chief element of cost in publishing outside of actual manufacture, in proportion to their relative value compared with other wage earners.

In addition to increase of wages, advantage was taken by labor leaders, who did not look far into the future, to insist, under guise of dealing with "working conditions," upon drastic shop regulations and limitations of production, which would be suicidal for any industry in the long run. In one correlated industry labor organization approximated closely to soviet rule, as the union, not only dictated prices that employers should charge, but specified the minimum charge.

The situation has changed with a rapidity as unprecedented as it was unexpected. Non-employment has assumed almost alarming proportions, and labor has no longer scarcity value. The price of commodities

has tumbled toward ante-war levels, as index figures and all other indications show, but this is no solution to those who earn no wages and have no money to spend. Throughout all industries, from the railroads down, demand has lessened and gross earnings have decreased, wages fixed on the war scale make costs so high that profit has been wiped out and expenses cannot be earned.

The condition of the printing and related trades reflects these general conditions. Restrictions which have been made operative in the large cities, particularly in New York and to somewhat less extent in Chicago, have the effect not only of lessening demand, but of driving work from these cities to smaller centers of industry, a tendency which in the long run would be disastrous indeed for city workers. To take a specific instance, it is impracticable for one publishing house which does an enormous amount of cloth binding to continue having this binding done in New York, unless the wage cost here is substantially reduced, and if a change is made from New York, it will be extremely difficult to get the business back.

The publishing trade was slowest of all in increasing retail prices, nor can prices as yet be substantially reduced. In fact, the business of bookselling is normally rather late in responding to changed conditions, which, however, it must sooner or later meet. Meantime, altho the stimulus of the "Year Around Bookselling" campaign and other methods of promoting business is having good effect, publishers have reason to fear that demand will be lessened, so that it will be no longer possible to distribute costs over exceptionally large editions.

There is a not unnatural tendency among employers to make the most of changed conditions and insist that the pendulum shall swing to the other extreme. There is a not unnatural reluctance on the part of labor, especially of labor leaders endeavoring to hold their popularity, to accept either lower wages or less unreasonable restrictions as to hours and work limitations. The result is a serious danger of an impasse in more than one industry, of acts by employers which are virtually lock-outs and strikes by employees which are sure, as always in a falling market, to end disastrously.

It is here that the new spirit which has grown among employers, if not among employees, should show itself to good purpose.

The extreme course taken by union leaders has made the open shop more possible and necessary, but the open shop should not be made the means of destroying the unions. Collective bargaining should not go down in the crash and the unions furnish the chief, but not the only, means for collective bargaining. That union leaders should insist, as in certain industries, that non-union employees should not be represented in collective bargaining is suicidal to their own interests. On the other hand, to put union men at disadvantage under the open shop system is equally unfair and in the long run disastrous.

There must be fair play on both sides and an equal willingness to recognize actual conditions and make friendly terms which will promote production and not throttle demand. It should be recognized by employers that labor has won an advantage which should be permanent, that the wage earner is entitled to an increasing share of his product, tho not so much that there is nothing left for management or capital and that reasonable hours and working conditions are required by the public conscience. This means an advance in practical civilization.

On the other hand, a decrease in wages in some proportion to the reduction in the cost of living should be accepted without question, hours should not be unduly reduced and limitations should be removed which decrease product and prevent the most economical use of labor. Operating costs of the railroads, for instance, have been so heavily loaded by shop restrictions as to require men of three separate trades to open up a boiler when a locomotive comes into the shop for repairs. In the printing trade the multiplicity of unions, as of press feeders, paper straighteners and others, founded on meticulous details, has resulted in suppressing that most useful worker, the handy man who can turn his hand to this or that work needed at the moment, instead of standing about idle, while a man of another union is doing the particular work. The present state of things cannot continue if there is to be the increased production necessary to keep pace with the times and to give the wage earner his fair share of the total product.

It should be added that there is one policy on the side of labor which cannot but provoke serious antagonism on the employers' side. This is the stolid "stand-pat" or derisive

"ha ha" method on the part of labor leaders of meeting an employer's approach to wage and hour discussion. There must be mutual concessions made in the mutual interest. Agreements should be kept in good faith on both sides, but there are agreements which, it may be conceded, should be modified.

For instance, the 44-hour week has been recognized by agreement in New York as from the approaching first of May. This agreement should be kept by the employers, unless concession is made. But it will be unfortunate for employees not to make concession as to the 44-hour week, as this has not been carried thru on a national basis and its enforcement in New York and Chicago, unless there are corresponding wage reductions, will have the result of losing to the cities, perhaps permanently, the work which has made them prosperous and of seriously increasing non-employment and ill conditions in the great centers. There is, in fact, danger that strikes, on a falling market, as in the paper trade, may simply play into the hands of speculators who will take advantage of non-production to hoard stocks and raise prices, and thus again check the industry to the continuing disadvantage of both employers and employed.

Only wisdom, patience, forbearance, on both sides, can avert serious industrial harm thruout the entire community. Let us hope that employers as a class may set an example which the body of workers in their turn will not be slow to appreciate and follow.

Serious Manufacturing Condition

THE binderies in New York are completely closed; the printing strike in Boston is unsettled; arbitration is proceeding slowly in New York, but with the disagreement on hours hanging menacingly in the background; the manufacturers of paper have demanded a reduction from the unions, and a strike is threatened. There has been no such serious situation in book production since the fall of 1919, and it may be that many troubled weeks are ahead. The user of paper has to consider whether the strike is really to produce a shortage, and the retailer of books has to consider whether the binding and printing situation will create a shortage there. The book-trade has been obliged to steer thru troubled waters in the past two years and must now face complications that exceed those of any former time.

The Bindery Situation

ON Tuesday morning the Employing Book Binders of New York posted announcements in their shops, stating that thereafter they would not deal directly with the Unions with whom they had formerly had dealings, the men and women of the book binding industry, Unions No. 1, 11, 22, and 119.

The immediate cause of this declaration has been the calling of a strike in the Knickerbocker Bindery by the labor organization. In the Knickerbocker Bindery there had been employed a number of women from Bindery Women's Union No. 43. Members of this Union are not usually at work in book binderies, but in printing shops, and the Labor Committee of the Employing Binders has never entered into the discussion of their wages or agreements, and had a very specific agreement with the other Binders' Union that they should not be called upon to enter into such discussion. This has come about because this Women's Union is more primarily connected with the printing industry, and the employing book binders have not wished to complicate their matters by settling adjustments outside of their own sphere.

The particular group in the Knickerbocker Bindery were working at less than their Union scale, and their Union leader was unable to hold them to the Union methods. In order to get these women into line, they asked the other Binders' Union to call a strike in the Knickerbocker, and, altho such procedure would break their agreement with the Employing Binders, they proceeded to do this. Just before this event, the Employing Binders, finding themselves working largely on half time and realizing that the scales that had been adopted in New York made it difficult if not impossible for them to compete with other cities, had presented a written argument to the employees that they would at this time consent to a reduction in wages in order that it might be possible to keep the shops somewhat employed. This argument was presented thru the usual channels, but met with prompt rebuff by the Union leaders. In asking this reduction in order to meet outside competition, the employers were also very conscious of other handicaps that they labored under in getting economical production. Their agreement with Union No. 22 restricted the output of a stamping machine per day to 5,000, while they claim that the machines in their perfected shape without this labor restriction could easily produce 8,000 or 10,000. They also claim that in their relations to Union No. 1, altho there is no direct restriction, they are again failing to get reasonably full results from the labor employed. This has resulted in outside binderies steadily increasing their capacity and taking work that should belong in New York.

Feeling that the usual methods of approach have brought no results and that book binding

as a New York industry was at stake, the Employing Binders called a meeting on Monday, April 11th, at which time they agreed unanimously to post an announcement, stating that it was impossible for them to recognize the action of the Unions in the case of the Knickerbocker Bindery and that they would hereby cease on April 12th to deal with the Unions. This organization included practically every edition bindery and of two large independent binderies not in the organization one was represented and agreed to stand by the group and the other agreed to report promptly.

Without knowing the nature of the discussion that was to come up, the leading publishers of New York had been asked to be present at this meeting, and Mr. Brassil, Chairman of the Labor Committee, presented the statement of the case. After hearing this statement and hearing the individual action of the binders, about twenty out of the twenty-five book publishers present agreed to stand by the employers' decision in every way.

The text of the announcement posted by the Employing Bookbinders follows:

To the Employees, Members of Bookbinders' Unions, Nos. 1, 11, 22 and 119:

A situation has arisen which compels us to change the labor policy of this shop. For years all differences between employing bookbinders and the above unions have been adjusted across the table in friendly fashion. Agreements have been made and kept. No outside parties or issues have ever been allowed to interfere or to inject their troubles.

On Tuesday, April 5th, the above unions, without notice and for no cause or reason of their own whatsoever, and in violation of all agreements, and existing practices, and in breach of good faith, called a strike at the plant of the Knickerbocker Bindery, and twenty-two (22) members of the above unions were ordered to stop work. The only reason for this strike was that it was done at the demand of Miss Murphy's Union.

It is therefore no longer possible to deal with the above unions. In these days when business conditions are bad and the employers are doing their utmost to keep their plants going, we cannot suffer uncertainty as to whether the unions will be loyal and keep faith or not.

It has therefore been decided that hereafter this shop will not deal with any of the above unions. On and after April 12th this bindery will be an open shop. All employees are invited to remain. Terms and conditions of employment will on and after April 12th be made with each employee individually.

In order to give assurance to all employees who accept employment in the following plants conducted as open shops, we, the undersigned employing bookbinders of New York City, agree to stand by all such employees:

The American Book Bindery.
 D. S. Brassil Bindery.
 Thos. Russell & Son.
 Haromon & Irwin, Inc.
 Robert Rutter & Son, Inc.
 J. J. Little & Ives Co.
 E. C. Lewis Co.
 J. F. Tapley Co.
 Braunworth & Co.
 H. Wolff Estate.
 Knickerbocker Bindery.
 Van Rees Bookbinding Corp.
 George McKibbin & Son.
 Chas. H. Bohn & Co.
 Quinn & Boden Co.
 Grady Bookbinding Co.
 James McDonald.
 Butler Ward Co.
 J. C. Valentine Co.
 McNamee Bookbinding Co.

A strike of bookbinders in the plants of the members of the Employing Bookbinding Association followed the employers' notice and extended Wednesday to all of the twenty-five shops in the organization, causing the halting in the forwarding department in these establishments of 300,000 books a day. According to D. S. Brassil, Chairman of the Employers' Labor Committee, 80 per cent of the books printed in New York City are bound in plants affected by the strike.

The printing, folding, gathering and sewing of the books will be continued, but there will be no work on the covers in trimming, cutting or stamping. The books in their incomplete state will be stored in the plants, pending the resumption of the work in the forwarding department with men who are willing to work under open shop conditions.

The book publishers in New York City, according to Mr. Brassil, have decided to stand behind the bindery owners in their fight, and will not send their work to other cities.

Collier's, Scribner's, Harper's, the Methodist Book Concern and the American Book Company own their own bindery plants and are not affected by the strike, nor are the technical magazines and periodicals.

The printing strike has spread to the book-binding industry in Boston, where from 150,000 to 200,000 books are made every day under normal conditions.

Author Gets Six Cent Verdict

THE suit of Alleyne Ireland, one time secretary of the late Joseph Pulitzer, against the Chicago *Evening Post*, was decided last week, the verdict awarded Mr. Ireland being for six cents.

Mr. Ireland sued because a criticism of his book, "Joseph Pulitzer: Reminiscences of a Secretary," in the *Evening Post*, referred to him as an "anonymous" author, altho he is a recognized scientific investigator, and because it was stated that Mr. Ireland had drawn upon his imagination in writing the book, because no man could be so degraded as to submit to the experiences he described.

Printing Arbitration in New York

WHILE the printers in Boston are still on strike and the arbitrators in Baltimore have ordered a 10% reduction in wage scales, retroactive to March 1st, the arbitration in New York is proceeding step by step in the presentation of evidence. This arbitration in New York does not include all of the unions in the printing industry, as two of the unions have agreements that can only be discussed annually as of October 1st. The line of argument taken by the unions is that in arguing the cost of living the arbitrators should take into consideration that the workers have not as yet reached what could be reasonably termed an American standard of living, and that, therefore, no reduction ought to be considered until that had been reached. They also argue that a contract to open up the scale on the question of the cost of living and the economic condition of the industry does not prohibit the bringing into the argument of the general discussion of the preliminary contract and the facts on which the rates in that contract were fixed. The arbitrators are now considering whether they will admit to the discussion any evidence as to general living scales in the industry or whether they will consider only the fluctuations that have occurred in the various index figures of living costs. Further discussions will take place at a meeting on April 20th and 22nd.

Serious Paper Mill Situation

IT seems not impossible that there may be a strike of all workers in the paper and pulp industry in the United States and Canada on May 11th. Representatives of the manufacturers and the unions met last week in New York. Demands have been made that the unions must accept "a nine hour day, discontinuance of over-time, thirty per cent reduction of wage scales and allowance for readjustment of these scales on notice of either party up to May 15th, 1922." These demands by the manufacturers were to go in effect on May 11th. The union representatives unanimously rejected the proposal, and a resolution has been submitted to the several unions for approval or rejection, with the understanding that if agreements are not made between now and the time of the expiration of the present agreements, work will automatically cease in the mills.

On April 12th the forty-sixth annual convention of the American Paper Pulp Association began session in New York. No specific action on the labor situation was taken in the opening session.

Why Worry?

Editor—Historically, this story is incorrect.

Author—But hysterically it is one of the best things I have ever done.

A Mail Order Book Business

By Hester A. Van Arsdale

“**M**OST retail merchants,” says J. W. Fisk, “take it for granted that their trade is limited to business with local patrons. As a matter of fact it is entirely practicable for the said retailer to extend his markets for drawing trade thru the mails. To do so requires systematic advertising to interest possible customers and service that will hold the trade after it has been established. It takes time to work up a business by mail but the field is worth while.”

It is absolutely essential to have definite and systematic plans in advertising. These methods should be devised by those in charge of the advertising department—usually for certain respective times and seasons. One basic plan in arranging mailing lists is as follows:

First—Secure a “Live” mailing list, eliminating all names that are “Dead.”

Second—Obtaining new names.

Third—Classification of the mailing list.

Fourth—Keeping the mailing list up to date.

Fifth—Disposition of the “Dead” list.

Sixth—Working out an energetic book selling campaign.

First—A “Live” Mailing List

In order to eliminate waste of sending circulars to “Dead” customers the first requisite of an up-to-date mailing list is to amputate “Dead” names from the list. The majority of such lists are loaded down with a high percentage of superfluous “Dead” names that sap the possibilities of profit from the “Live” names. Too much care cannot be devoted to the compiling of lists. Money expended in circularizing a “Live” list is a wise and profitable investment but when used to circularize a list made up on the “slap-dash” method it is irretrievably thrown away. The most important feature of this list is to include only the best prospects, keeping it in shape so that it is easy to handle and contains no worthless names—this is what every advertiser is striving for.

One wholesale concern has found that one of the best methods of checking up its mailing lists is to secure the co-operation of the respective postmasters in the different cities and towns. Each year this company compiles its list by states and cities and sends all the names of each city and town to the respective postmaster of that place and with each list is included a letter, which calls attention to the fact that the company plans to do a large amount of direct mail advertising during the year, and that if the said lists are incorrect it will cause mutual trouble to both the postmaster and the company itself in handling dead mail. It points out that a revision of the said list will be beneficial all around and requests the postmaster to cross out all “Dead” names and to make any necessary corrections

in the addresses. This plan proved successful in one state, where of a thousand postmasters all but three complied with their request.

Another and more economical way is to mail the circulars one-cent postage and the words “Postage guaranteed for return.” In this case all “Dead” or undelivered mail will be returned and a “Dead” list automatically will be established.

Second—New Names

The sources from which names of all kinds can be obtained can be classified under nine headings, namely:

1. Rating authorities. (This is the most accurate and reliable of all sources.)

2. Directories. (The number of directories, other than city and telephone, published in the United States annually is appalling. They embrace various classes of business and occupations and can be secured from publishers of trade journals.)

3. Press Clippings. (The newspapers teem with business-getting opportunities if you can read between the lines.)

4. Companies furnishing addresses. (Names may be obtained at the cost of five dollars a thousand.)

5. Names secured from customers and prospects. (Success in this depends entirely upon the degree in which you have cultivated the friendship of your customers.)

6. Names secured from non-competitive concerns. (Publishers exchange lists of subscribers with great success.)

7. Names secured from your salesmen. (This includes permanent and steady customers and therefore is a most valuable asset to a “live” mailing list.)

8. Names obtained from persons you meet. (Many men are always willing to impart information in this connection.)

9. Miscellaneous methods of securing names. (One method, under this heading, successfully used by many firms, is to advertise in local newspapers for persons to compile lists of names. Cashiers, bookkeepers, school teachers, postmasters, etc., etc., can often be induced to undertake work of this nature.)

Third—Classification of Mailing List

The most efficient method of keeping lists is by the card index system. The card index has a greater flexibility than any other method in existence. Names can be classified in any one of a dozen or more ways—alphabetically by states, by territories, by lines of business, by rating or purchasing power. Any or all of these classifications may be utilized with one list of names.

The tab card system is made by means of tabs projecting from the upper edge of the card. These tabs indicate some special item

of information and their use permits a double system of indexing for each card. For example—an ordinary card may be made out for each regular steady customer and a tab card for each prospective customer—when the prospective becomes a regular customer, the tab may be removed.

The tabs may also be applied to the cards inverted and in various colors, each respective color indicating the classes of books in which the customer may be interested. One card may have as many as three different tabs attached—a red tab signifying business books, a blue tab for art books and a green for fiction. All these tab cards may be filed alphabetically and the tabs will indicate the details without necessitating consulting the cards themselves.

Another system of classification is the signal card system, which consists of different colored metal indicators to be used in place of the tabs described above. After the information has been entered on the cards a little metal indicator or signal is slipped over the cards. This system would be very valuable in classifying the stencils. The stencils covering a certain class of buyers could be taken from the files, bearing their respective classification. The addressograph machine has an attachment which classifies tabbed stencils automatically.

There are three classifications of the mailing list, the first being as follows:

1. Library customers.
2. Most prominent American Libraries (not regular customers.)
3. Regular customers. (Monthly mailing lists.)
4. Business men.
5. Buyers of sets.
6. Buyers of art books.

The second classification may be divided into three parts as follows:

1. Prospects (those known to be interested but not regular customers.)
2. Irregular customers (those who buy also from other stores.)
3. Regular customers (those who buy solely from us.) In connection with this classification the cards may be tabbed in three various colors and filed alphabetically and on these cards should also be kept a record of each respective customer's purchases. This is invaluable in classifying and following up.

The third classification requires innumerable colors, as follows:

- | | |
|--------------|------------------|
| 1. Fiction. | 9. Politics. |
| 2. History. | 10. Sociology. |
| 3. Art. | 11. Psychology. |
| 4. Business. | 12. Philosophy. |
| 5. Sports. | 13. Economics. |
| 6. Music. | 14. Socialism. |
| 7. Medicine. | 15. Theology. |
| 8. Law. | Etc., etc., etc. |

Fourth—Keeping the Mailing List Up-to-Date

Investigation demonstrates that those who have occasion to use such mailing lists realize the rapidity with which any list of names usually changes. This is especially true of the lists of dealers and consumers. "After a list is twelve months old it ceases to be profitable," says a sales manager. "Repeated tests have shown that it does not pay to mail a list that has not been checked up within a year." A certain firm uses the correspondence file for its mailing list to make sure that the list is up-to-date.

There are two methods of keeping lists "alive"—

1. By testing the responsiveness of prospects before scheduling them for the regular list. (Before sending expensive catalogs a circular letter exploiting the catalog should be sent out and a self-addressed postal card enclosed for the prospect to fill out and mail.)

2. By checking the lists without directly appealing to the prospects by sending them to Postmasters and other officials, as explained in detail in Section First—(A "live" mailing list.)

Some firms govern themselves in this case by the following rules:

1. Keep your mailing lists corrected daily.
2. At least twice a year have the lists thoroughly revised.
3. Write a form letter with a personal touch to customers who have not placed an order for over a year. A letter of this type should read as follows:

"You did not buy from us last season. We missed you. Frankly this letter is an effort to recover your business and we should welcome any relevant suggestion or criticism in this connection which might result to our mutual benefit." etc., etc.

Fifth—Disposition of the "Dead" List

"No matter how meritorious a proposition, there will always be a certain percentage of inquiries that fail to yield results promptly. But nevertheless such cases are by no means hopeless for even the "deadest" of all "Dead" lists may be resurrected and made to yield a surprisingly large number of orders if circularized persistently with a follow-up letter based on a line of thought different from that used in the original letter. Failure to turn inquiries into orders does not mean that the said inquiries have been wasted but it generally means that the right appeal has not been used in the first instance. The percentage of returns from these first circulars is estimated at a minimum of five to a maximum of ten per cent. Persistence, never letting up on a prospect, is the basic principle of success in selling by mail." (The above facts are given by William G. Clifford in his "Building Your Business by Mail.")

Sixth—Book Selling Campaign

In staging a bookselling campaign there are two factors of equal importance to be considered:

First: A list of "Live" names.

Second: An effective quality of circulars.

Too much emphasis cannot be placed on the importance of labor-saving devices in the office, which aid materially in increasing production without any increase of cost. One of the most essential of these devices is a duplicating machine, and another is an addressograph, a stamping machine and also an envelope sealer. For instance the addressograph alone will produce in one day the same quantity of work for which a typewriter would require a week. Efficiency is defined as "the elimination of waste" and therefore, devices of this character are practical illustrations of the highest form of efficiency.

A bookselling campaign in a certain European country is conducted as follows:

Every bookseller maintains a compiled list of his customers, classified under the subjects in which they are interested. When a new book is published on a medical topic the bookseller sends a copy on approval to every specialist on that particular subject on his list. In cases where booksellers do not care to send books out on approval, owing to the possibility of their becoming soiled and unsalable they issue circulars and either sell by mail or invite prospects to inspect the book at the store. Arrangements are also made with newsdealers whereby copies of these circulars are folded in the copies of the issues of the daily papers and are thus given an additional circulation and publicity.

William G. Clifford, in his book which I have

hereinbefore referred to says:—"A circularizing campaign pays and pays big, as is shown by the experience of a bookstore in Rochester, N. Y. This store ordered on approval two dozen copies of a new book. A large circularizing campaign was immediately aimed at the class of persons likely to be interested in the book. Inside of two weeks, cash-in-advance orders were received for over five hundred copies of the book. To paraphrase Shakespeare—"The List's the thing." Once get a good list, keep it up-to-date and the store has a force for profitable business that needs only the magic touch of written salesmanship and persistence of effort to make it keep the cash register ringing all day like a peal of bells."

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On Editing a Bookshop Window

By Frederick D. Hartman

Chapman's Bookshop, Montreal

THE object of dressing a window in a bookshop is to stimulate sales of books. The general public to whom the appeal must be made may be classified as follows:

1. Bibliophiles—those who are devoted to books and would come into bookstores regardless of the appeal of any advertising.

2. Those who never read books and consequently never buy books.

3. Those who occasionally buy a book, but do not want to buy a poor one. These as a rule never read book reviews, unless by chance printed in with general news in a newspaper.

The percentage of each of these groups which pass a given window varies of course with the locality of the shop and must be estimated by each dealer for himself. In general the greatest latent source of profit lies in the third class.

If a shop is managed by a litterateur he is quite apt to devote all his energy to appealing to the first class of people—the bibliophiles. He will sell and advertise well those books which he himself enjoys and not exert enough effort to advertise and sell books for members of class three—those who have to be shown why they should buy a certain book and who after having been sold a few

books which they enjoy will readily become regular purchasers. This bookish dealer will too often exert himself to persuade a customer (who is going to buy some book anyway) to buy one definite title, the dealer's favorite.

On the other hand the opposite type of dealer—the merchandiser—will devote too much energy selling or trying to sell members of class two—the people who almost never buy a book and don't read the occasional one they have been persuaded to buy.

I have outlined these two types of dealers to facilitate correcting and guarding against their faults as they would be reflected thru the window dressing.

To appeal to class one, copies of standard works, rare editions and all works of literary value may be carelessly laid out. It is well to display the title page of many of the books. Even tho more than one copy of a book may be on hand it is better to exhibit one copy only, for the book will be thus much more seductive to the booklover.

To appeal to class two the merchandiser may arrange large stacks of books he wishes to push, in various regular designs. The jackets are useful for decorating the back-

ground. It is quite easy to arrange a stock of books in some striking design which will arrest the attention of the passer-by, tho the writer is skeptical regarding the permanent sales building derived as a result of startling configurations formed from books.

Class three, and herein lies surely the greatest latent source of profit to the dealer, may be reached by neat displays—not too many titles at a time—of popular novels and essays, poems and technical books. Reviews should be followed carefully, and some pungent phrase or sentence quoted on a card connected up with a few copies of the book in question. Or, the quotation can be pasted against the glass with a streamer attached to it directed to the books. It is very advisable to get reviews, in brief, of books from local people (clergy, school teachers, etc.) and display them in the window prominently showing the name of the author.

The bookdealer should put as much care into "editing" his window as the newspaper editor

in his review page, and results will soon show what the right number of reviews per window is.

Interest can be aroused by showing notices of the following sort—all of which are readily obtainable.

1. Pictures of authors.
2. Biographical notes of authors, illustrators, etc.
3. Reports of large editions.
4. Changes in paper market.
5. "Best sellers" in big book centers.
6. Titles of books reviewed in various books and journals. (Kept on file for convenience of customers.)

It is very advisable to keep a careful record of window displays with results obtained, in short a bookseller can find as much interest in his window as if he were editing a book page or review column in a paper. Nothing is so infectious as "Bibliophilia" nor so profitable to the dealer.

Adventures of a Bookseller

By Ketch

MISS Limousine was quite put out. She had spent fully an hour looking about the market and nothing seemed to look good, inviting, appetizing. True, she had bought some celery and apples and oranges for a fruit salad, and also had selected the meat for Sunday; but the process had been merely a matter of habit—the usual zest of the affair was lacking. She gave it up at last, and coming out to her car, said to the chauffeur in a toneless voice,

"To the Bookstore now, James."

Mr. Ondeck stood looking at a new book which had just come to hand, and of which he had just taken one hundred copies from the book-truck to put in stock. His face registered dismay and astonishment, and he said to Miss Vampet,

"What do you know about this! One hundred copies of the 'Journal of a Distracted Old Maid' and we won't sell ten. What in the world could Mr. Bigboss be thinking of to order such a quantity?"

Miss Vampet looked over the book.

"It's a lemon, all right," she said. "Ask him about it. Maybe there was a mistake in the order."

Ondeck took a copy with him and ascended the stairs to Mr. Bigboss' desk, where he pulled up a chair, and in some embarrassment began.

"One hundred of these came in this morning, and Miss Vampet and I were wondering if there may not have been some mistake."

"Mistake?"

"Yes. We'll hardly sell ten, Mr. Bigboss."

"Have you read it?" inquired Mr. Bigboss.

"I looked it over, and it appears to be pretty much of a lemon."

"Exactly," and Mr. Bigboss leaned back in

his chair. "It is a lemon. But that's the point, Ondeck; lemons have their use, you know."

"Oh."

"You see, it's like this: The process of reading is not unlike the process of eating—there is an intellectual palate as well as a physical, and a balanced diet in reading is just as important as a balanced diet of food. And that is where this book has its value. It is tart; in places it is bitter; therefore it is an excellent antidote for a mental bilious attack. It ought to have a splendid sale. Should go big. You don't need to display it; put it under the fiction counter, and when you find a customer who is fed up on sweet stories, offer this."

"I see," said Ondeck. "A lemonade, as 'twere."

Mr. Bigboss laughed.

"Exactly," said he.

Miss Limousine alighted from the car, and approached the Bookstore with exactly the same sentiments as when she entered the market. She wanted something to read—but what? She looked over the fiction counter, and was positively nauseated by the display there. She passed on to the poetry table, but a collection of free verse—badly done—rendered her soul quite unpoetic. Mr. Ondeck joined her at the Essay table and said,

"Good morning, Miss Limousine. Have you found something?"

"No," she replied, "And I don't think I shall."

"Oh." He looked slyly at her, then said, "Have you read the new Walpole yet? Splendid thing and going—"

"I know. Greatest book of the year, and all that sort of thing. But that's just what I want to get away from."

Mr. Ondeck, who was acquainted with her general taste, got out several novels and placed them before her, but she pushed them aside after an indifferent inspection, saying,

"No doubt they're good, but that isn't the sort of thing I want today."

She strolled over to the general literature table and languidly paged thru book after book, but nothing seemed to take her fancy.

"Well, I *did* want something for over Sunday; but I don't seem to find anything."

"By the way," said Mr. Ondeck, "Do you like grape-fruit?"

"Grape-fruit?" said she, surprised at the question. "Yes. *Yes, indeed.*"

"Ah! Then I have the very book!"

He lost no time getting out the "Journal of a Distracted Old Maid" and placed it before her.

"There," said he, "is a book that you will like. Tart sort of a thing—really quite sour in its tone, but—"

"Why!" exclaimed his customer, "This *does* look good." She paged thru it a moment, then with sudden decision, "I'll take it."

"Good!"

He wrapped it up and the good lady walked down the store with a lighter step than that which had brought her in. As she prepared to enter her car, she said,

"Back to market, James. I want to get some grape-fruit."

MacDowell Colony League

A GROUP of authors and writers is organizing the MacDowell Colony League to work for the \$200,000 endowment of the writers' summer settlement and work place at Peterborough, N. H.

The settlement was originated by Edward MacDowell, the musician, who composed many of his best works there and who decided that the environment was ideal for workers in the creative arts. After his death his wife and other artists continued the development of the camp, and last summer about forty writers and artists worked there.

Every person admitted to the colony has to show that he has a record of achievement and loiterers are not permitted to stay. The fee is \$10 a week, which entitles the resident to the use of a studio, quarters and meals. There are fifteen studios at the colony, 500 acres of farm and forest land, four dwelling houses and a large colony house. The camp is open from about June 1 to Oct. 15, and is called an "inspirational workshop."

Some of those who are interested in the movement to make the colony financially independent are Edwin Arlington Robinson, Hamlin Garland, Ernest Peixotto, Henry Holt, Mrs. John W. Alexander, Professor George P. Baker of Harvard, Robert H. Davis, Don Marquis, Kate S. Chittenden, Oscar Saenger, Herbert Adams, Josephine Preston Peabody, Sigismund Stojowski, Joseph Regneas and Edward Burlingame Hill.

The Prize Review

[Selected from nearly two hundred manuscripts submitted for the \$100 prize offered by the Macmillan Company for the best rhymed review of H. G. Wells's "The Outline of History." The judges were Arthur B. Maurice, Marguerite Wilkinson, and Heywood Brown.]

Deep in the blank abyss of time,
When Earth was only cooling lava,
Life raised from intertidal slime
Frail beings, glutinous as guava,
Which, forming skeletons and gizzards
By complication of their cells,
Brought on the age of Giant Lizards
Whose sage historian is Wells.

He reads the Record of the Rocks.
We see the clan of Brontosauri
Succumb to strange climatic shocks
While mammals gain their vanished glory,
Till, ferreting this fossil lore,
Where trees and caves afford defences,
We meet our first progenitor,
Sub-man Homo Heidelbergensis.

Then come Cro-Magnards, chipping bone,
Treating their sub-man cousins rudely,
They painted quaint designs on stone
And fashioned weapons far from crudely,
They caught the trick of iron smelting,
Sowed corn, and, when their crops increased,
Built huts to 'scape the tempest's pelting,
And pledged their faith to kings or priests.

Migrations breed divergent races,
Mongol and Mediterranean,
Nordic and Alpine. Alien faces
Rouse tribal enmities in man.
Great dynasties arise, Sumeria,
Egypt, Chaldea, banish peace,
Persians and Medes assail Assyria,
And Xerxes leads his hosts to Greece.

The over-rated Alexander
Triumphs, and tastes a drunkard's doom.
Rome looms. Her empire waxes grander,
Then sinks in mediæval gloom.
Charlemagne, Islam, Genghis Khan,
Before our wondering eyes are shown,
Till dwarfish-souled Napoleon
Ushers this latest age, our own.

Nor is it thrones and empires merely
That on this crowded canvas shine,
Prophets and saints are drawn as clearly,
And codes that men have deemed divine,
Creech's of Confucius and Gautama,
Jesus, Mohammed, Lao Tse,
Owen, and Marx, and all the drama
Of traveling humanity.

Transcendent book! It dares to state,
When all the world is darkly groping
Thru baneful fumes of greed and hate,
That there is still a chance for hoping.
If life's a race where education
Strives with disaster, as he tells,
Millions will here achieve salvation
And say with me, "Thank God for Wells!"

JOHN STRONG NEWBERRY.

Canadian Publishers Meet

THE Canadian publishers who are organized as a section of the Toronto Board of Trade, with John McClelland of McClelland & Stewart as Chairman, held a special meeting and dinner on April 8th at the National Club in Toronto to discuss ways and means of increasing book distribution in Canada, adding to the general health of the industry throught the Dominion. At this meeting about twenty-five publishers were gathered, and addresses were made by J. Murray Gibbon, President of the newly organized Canadian Authors' Association, and by Frederic G. Melcher, of New York.

Mr. Gibbon developed in his talk the great possibility of co-operative work between authors and publishers and their common interest in bookselling. As general publicity agent for the Canadian Pacific Railway, he has an extremely broad view of the whole situation and a fine instinct for the practical. As the new Canadian Authors' Association is to have nine different branches in different cities of the Dominion from Halifax to Vancouver, the organization will be able greatly to encourage the subject of book reading and ownership thru general discussion and publicity. Very practical suggestions were made for obtaining better display of books in various outlets, and Mr. Gibbon's suggestion of a Canadian Book Week to be held in the fall was received with great enthusiasm and the plan unanimously adopted for carrying out. This plan would be that a week should be set aside for the display and encouragement of Canadian authors and their books during November, having especially in mind the encouragement of the purchasing of these books for mailing overseas, and to distant friends, in order that they could better understand Canada and her literature.

Mr. Melcher had been invited to Toronto as guest of the Association to tell of the experience in the States in encouraging book distribution thru such campaigns as Children's Book Week, Year Round Bookselling, and Religious Book Week. A complete display of the material that had been used was passed around. The publishers are especially interested in the idea of co-operation, and expect to form committees to adapt these plans to the Canadian situation.

The book situation in Canada seems to be similar to that in the United States in that the interest in books is increasing, and, while conditions are extremely puzzling and manufacturing costs and exchange fluctuation are a decided handicap, there is a universal feeling of confidence in the growth of the industry that lies just ahead, and the meeting was enthusiastic in its resolution to keep closely organized and aggressively active, in order that the industry, both publishing and retail, should steadily advance.

Findlay I. Weaver, the Secretary and Treasurer of the newly organized retailers' organ-

ization of Canada, presented the case of the retailers and promised to give all of these plans the hearty support of that branch of the trade.

An Appreciation of Mr. Mifflin

IN the death of George H. Mifflin, we have lost from among us one of the most cheerful and courageous gentlemen our craft has had. My realization of these qualities of his was renewed by a letter from him, dated March 22nd, which reached me only a few days before he died. In this letter, with his usual kindness, he expressed his interest in the affairs of an old friend, and showed a cheerfulness which was always characteristic of him. As an indication, I may perhaps quote a paragraph. He says:

"I continue about the same, still practically n. g. Haven't been downstairs for several weeks, but I manage to dig out a fairly good time." And he adds: "Keep well and happy, and the Lord be with you."

This was the spirit of helpfulness and cheerfulness in which his life was lived, showing an interest and enthusiasm for everything that came within his influence.

I should like to tell you, at the risk of being somewhat personal, of an experience I had with him more than ten years ago. When he heard that Doubleday, Page & Co. planned to move out of New York and build a building for their own printing and publishing, he wrote to me and said that when we had our plans ready, he would like to go over them with me, as he had some ideas about the building of a printing plant which he thought might be useful to me. When the plans were ready I took them to him, and he studied them with the greatest care and made many valuable and helpful suggestions. Further than this, he offered to come and see the work as it progressed, and he made at least two journeys from Boston solely to give such disinterested help. Such was his kindly and beautiful unselfishness to a competitor.

For many years I have taken my troubles and my ambitions and talked them over with him, always being received with a kindness that was beyond parallel in my experience. He would devote any amount of time to making suggestions and studying plans; and if he did this with me, he must have done it with many others, because I was not in the way of meeting him very often, as we lived so far apart.

I think our craft of publishing has lost one of its most interesting and unique figures, as well as one of its most lovable, in the death of Mr. Mifflin. I hope and believe that his spirit and his high conception of a publisher's duties will live for a very long time, and I know that the grief that I feel must be duplicated in the hearts of a very large number of people to whom he had shown the finest sort of friendship and loyalty.

F. N. DOUBLEDAY.

Dorian Hope Verse Withdrawn

THE little volume of verse, entitled "Pearls and Pomegranates," recently published by G. P. Putnam's Sons as the work of "Dorian Hope," has been withdrawn from the market by the publishers, who discovered that the volume contained enough plagiarism to warrant the belief that it was wholly plagiarized.

The publishers accepted the verses for publication in good faith when they were approached in the matter by one of their salesmen, Bret Holland, who claimed authorship of the poems. Holland put up \$500 required to produce the first edition of about 700 volumes.

Holland had dedicated the volume to Florence Earle Coates, whom he very much admired. She says that he assumed the name of Dorian Hope because of his admiration for Oscar Wilde and his character of Dorian Grey.

A review of "Pearls and Pomegranates" which appeared in the *Times Book Review* with a selected poem, caught the attention of the real author of twenty-six poems included in the volume, Miriam Vedder. She immediately recognized this poem, "Paths," as one of her own that had appeared in the *Wellesley Review* in 1918 when she was a student in that institution. Miss Vedder also recognized among the poems included in the book half a dozen written by Augustin Lardy, one of her friends, who died about a year ago. She and Mr. Lardy used to exchange the things they wrote. She never signed the verses she sent him, for she had no idea that they would ever pass out of his hands. And so, of course, when Holland found them, he supposed that they were Mr. Lardy's.

Further inquiries disclosed that the poems were taken to G. P. Putnam's Sons by the mother of the late Mr. Lardy and offered for publication. It happened that she talked the matter over with Holland, who assured her that he would arrange for the publication of her son's poems.

About two weeks before the books were off the press Holland or "Dorian Hope," several times telephoned to the publishing house and made various excuses for being absent. He never did show up. The latest information the publishers have as to his whereabouts indicates that he is either in Rome, Petrograd or Moscow.

Women's Book Association

THE general topic of the meeting of the Women's National Book Association, which is to be held at the Children's Book Shop next Thursday evening, is: "How a Woman Can Finance Her Own Business." There will be three interesting speakers, Mrs. Estelle Guillette, of the Woman's Security Corporation, Miss Lena M. Phillips, Executive Secretary of the National Federation of the League of Business and Professional Women, and Miss

Marie W. Snow, vice-president of the League of Business and Professional Women of New York.

At this meeting final details of the costume dance which is to be given the first night of the American Booksellers' Convention at the Hotel Traymore, Atlantic City, on May 10th, will be discussed. There will be prizes awarded for the most original costumes, \$50 in cash, to be divided among two men and two women, the decisions as to the most original to be made by ballot.

On to Atlantic City!

ON April 15th, the Publicity Committee will mail the members of the book-trade a booklet giving full and detailed information about the convention. This booklet will not only tell how to secure the reductions in railroad rates, but it will give a complete resumé of the convention activities. Whitney Darrow, of Scribner's, and Cedric R. Crowell, of Doubleday, Page & Co., have outlined in its pages the social and business program of the convention, and answered all the wheres, whens, and hows, that inevitably arise on such occasions. Extra copies of this booklet may be secured from any of the committee chairmen.

At the ball on Tuesday evening, everyone is requested to appear in costume, altho those who can furnish good alibis for coming in everyday dress will not be barred. The committee does not want guests kept away from this dance either because they do not care to go in costume or are unable to secure what they want. Costumes selected should represent a book title or some character in a book, and prizes will be awarded for the most striking and original costume, two for the men and two for the women.

Wednesday evening, we can look forward with anticipation to Robert Anderson's great American drama of the book-trade. Two rehearsals of this play have already been held, and eminent critics pronounce it superior to any Cohan-Golden stage production. It will be performed on a genuine, honest-to-goodness stage, with specially prepared scenery and a magnificent cast. The performance will be held in the world famous steel-pier ballroom. Admission is to be by ticket, but these tickets will be distributed by the convention secretaries. Everyone can have as many of these tickets as he or she needs.

Thursday, as the climax of an epochal convention, comes the banquet. We are assured that the gastronomic and scenic effects of the evening will suggest that beloved song, "The End of a Perfect Day." By all means, then, attend the banquet—a unique and sumptuous affair in the submarine grill of the Hotel Traymore, engineered by Whitney Darrow, that "Machiavelli" of entertainers, who has toiled many weary hours in arranging for these convention joys. The banquet will provide a thoroly fitting conclusion to the 1921 convention.

Suggestions for Improving Business Conditions

NOW is the time for every business man, no matter what his line of business or his position may be, to use his resources, financial, moral, mental and physical, to the limit.

To move business today, more than the ordinary and average energy is required. If you are "dragging," rise up and shift your gears into "high."

Some business men have been, and are now, putting forth their best efforts to stimulate trade to strengthen the confidence of the buyer. These men are not feeling a laxity of business. Their shops show evidence of normal trade. Their plants are running full time and their salesmen are sending in orders.

Why not study their methods? Acquaint yourself with the force they are using to overcome a dull period. Probably a complete reorganization is necessary. Maybe your advertising is lacking in force or misdirected.

Are your clerks particularly courteous and striving to give better service? Your customers may be kept unnecessarily long in making telephone connections with the proper party. The voice at the other end may not think you are glad to receive the call by some discourteous grunts from some one in your office or factory.

Tune up your correspondence. Cut out the hackneyed phrases. Make your letters sound human.

Finally, get everybody on the job, including yourself.

If you run a small store, change your window decorations. See what line of foodstuffs, hats, clothing, auto accessories, hardware, drugs, etc., are being extensively advertised, then back up your window display with the advertising.

Above all, give your customer a square deal and make him feel and know that you have treated him right. A little profit is better than none. A few customers paying a fair profit is more profitable than no patronage with goods marked at war prices.

Do not hesitate to make use of some of these suggestions, especially if you want business to improve. It's up to you.

A Letter to O. Henry

MESSRS. Hodder and Stoughton, O. Henry's English publishers, recently received a letter addressed in their care to O. Henry, Esq., which they, having no business connections with the spirit world, are unable to forward. The letter is from Santiago, Chile.

"Dear Sir and Friend:

"I am fresh enough to call you friend right away, because you have done me a great service—you have made me LAUGH, a thing I have not been able to do for years. The reason why is that I have turned against bad luck, lots of it. But this morning when I was driving round this dirty town from one end to the other, yes, this morning I read your 'Options' and have laughed, as I never did.

I am a Norwegian and can count my ancestors back to the year 623 A. C. and have gone thru the positions of smith, shoemaker, poet, and now am a broker, which is the worst of all. Thru all of this I have acquired 6½ languages (the half is Russian). I will pass England in February next year and hope I may be able to see you, and get some other books of yours."

New York Music Week, April 17-24

NEW YORK will celebrate April 17-24, her second music week. This is not a festival by or for musicians, but is an effort to appeal to the musical instincts of everyone, so that he will want to hear more music or play more music. Last year 1700 organizations participated in New York's Music Week. Booksellers have a keener interest than most retailers in this event, as another chance for special displays. The publishers, too, are featuring new and appropriate books.

Can Praise Go Further?

ON the first page of the February 4 number of the London *Book-Post* appeared the following notice, which we are delighted to reprint:

Sir: We read *Book-Post* with very great pleasure; the whole of it is instinct with life, and should be of vital interest to publishers, booksellers, booksellers' assistants and all who care for books.

Certainly, as far as our experience goes, it is one of the best trade papers that ever has been issued, and if it is not invidious to make comparisons, it ranks with the best American paper we know, namely, the PUBLISHERS' WEEKLY, and this is saying a good deal.—W. Heffer & Sons, Ltd., Booksellers and Publishers, 4, Petty Cury, Cambridge.

\$1,000,000 Film Rights

ALL dramatic rights to General Lew Wallace's "Ben-Hur" have been acquired from the Wallace estate by A. L. Erlanger, Charles B. Dillingham and Florenz Ziegfeld, Jr., for what is said to be a record price. Included in the transaction are the motion picture rights, for which \$1,000,000 are said to have been paid. The previous high mark for film rights was \$175,000, paid by David W. Griffith for "Way Down East."

It was originally produced on Nov. 25, 1899, at the Broadway Theater and its total receipts since that time have been close to \$10,000,000. More than 20,000,000 persons have seen the play.

The motion picture will be filmed in Jerusalem and Syria.

In The Field of Retail Advertising

Siler's Book Store

A Store That Deals in SERVICE
as Well as Books



MORE BOOKS IN THE HOME

There's always a welcome for Book Lovers who like to "browse" among the shelves—but there's a SERVICE for those who know exactly what they want but are unable to find it.

The attendants in Siler's Book Store are well informed concerning books and how to get them. If there's a book you've searched for in vain—phone or visit Siler's and ask them to get it. The book may be out of print—and still we may be able to secure a copy for you.

Siler's Book Store has thousands of books you'd never expect to find there. Come in and get better acquainted. Get the book store habit—it pays dividends in satisfaction and self-improvement.

Siler's Book Store

930 Canal

Phone Main 3137

EFFECTIVE RETAIL BOOKSTORE ADVERTISING. THE ILLUSTRATION WAS SUPPLIED TO THE NEW ORLEANS NEWSPAPER BY THE "AD ART SERVICE CO." AND SILER'S SUITED IT TO THEIR PURPOSES

A Pamphlet on Retailing

IN connection with the recent advertising campaign in the *Dry Goods Economist* in the interest of increasing the number of book outlets in department stores, the editors of that periodical brought out a very attractive pamphlet on "Starting a Book Department." This pamphlet describes the advantages of having a book department, discusses location and layout, shelving and display problems, classification, marking, care of stock, etc. Copies of the pamphlets are being distributed thru Baker & Taylor.

Rent Plus Advertising

IN selecting the location of a bookstore, it has often been pointed out, by those who have experimented with locations just off the main thoroughfares, that it is often possible to take advantage of such situations with their much lower rent by increasing the percentage of advertising. This might mean that the total of rent plus advertising would be the same in either location, tho there would be on the less expensive street a much better floor space and opportunity to display.

The advertising manager for a large chain of clothing stores, in addressing the Rochester Ad Club recently on the subject of retail advertising, said that his recommendation was that the merchant should spend 7½% of total sales for the two items of rent plus advertising. He believed that this rule would apply as well to upstairs locations as it would to side streets. If a rental can be obtained that requires 4% of the sales, there would be a margin of 3½% for advertising, while if the rental was higher and went to 5%, there would be only 2½% left. It might be well to keep in mind some such equalization in selecting a location for a bookstore.

Another suggestion from this expert was that if the retailer had a certain amount to spend a year for advertising, he would recommend dividing it into equal weekly parts and spending that amount each week instead of concentrating with large space on the busy seasons. He believed that hammering away persistently built up the permanent customer and started steady buyers toward the store more than a large spread at the busy seasons, and he deplored the plan of spending the largest sums at two clearance seasons, a plan which only emphasized to the regular customers the fact that if they had waited they might have bought for less.

Shipping Tag Publicity

ON the shipping tags of the Greenwood Bookshop of Wilmington there is printed as good bookstore publicity the famous saying of Carlyle, "*The true university these days is a collection of books.*" If it was true in Carlyle's time, it is increasingly true to-day, and this is a quotation that could well be repeated and reprinted widely wherever there are those who are busy distributing books.

Among the Publishers

A Week's Gleanings of Book-trade News

THE MACMILLAN COMPANY has published this month a volume of philosophical reflections, "Thought Relics," by Rabindranath Tagore.

THE WRITER of that famous best-seller, "The Economic Consequences of the Peace," John M. Keynes, has written a new volume, "A Treatise on Probability," mainly philosophical in subject matter, to be published by Macmillan.

ANOTHER NOVEL of the white man in the Islands of the Pacific by Somerset Maugham, author of "The Moon and Sixpence," will be published this spring by Doran. It will be called, "The Trembling of a Leaf."

W. SOMERSET MAUGHAM, author of "The Moon and Sixpence" (Doran) and other novels, is almost equally famous as a playwright. His play, "The Circle," in which John Drew will play the star rôle, is being prepared for production on Broadway.

JOHN DRINKWATER, who came to America to see the stage production of his play, "Mary Stuart," sailed for England on the Adriatic, April 6th. Those who cannot see the play in New York will have to solace their misery by reading the play just published by Houghton Mifflin.

G. M. TREVELYAN is engaged in writing a history of England from 1780 to 1900, a period which practically covers the whole modern period, extending, roughly, from the loss of America to the outbreak of the Boer War.

THE A. C. GILBERT Company of New Haven, makers of practical toys for the development of useful mechanics, have just published an attractive series of illustrative books on topics that appeal strongly to the boys of this generation. It includes "Engineering," "Chemical Magic," "Sound Experiments," "Carpentry," "Knots and Splices," "Magic Coin Tricks," and half a dozen other topics.

MUSIC WEEK will be celebrated in New York, beginning Sunday, April 17th. One of the publishers to celebrate the week fittingly is Appleton. That firm has recently taken over the publication of Charles D. Isaacson's "Face to Face With Great Musicians," and will reissue it during that week. Mr. Isaacson is well-known as musical editor of the *New York Globe*. Appleton has also recently issued some new volumes in *The Whole World Music Series*, edited by Albert E. Weir. These are "Piano Duets the Whole World Plays," "Recital Piano Pieces the Whole World Plays," and "Light Piano Pieces the Whole World Plays."

RUPERT HUGHES' new novel of metropolitan life, "Beauty," will be published by Harper in June.

THOROLY SATISFACTORY to eye and ear is a plump volume, "Poems New and Old," by John Freeman, one of the younger British poets (Harcourt).

THE AWARD of the Goncourt Prize aroused unusual interest this year, for it was given to an unknown young schoolmaster, Ernest Perochon. "Nene," the story of a step-mother whose life is sacrificed to love, will be published in America by Moffat, Yard.

A NEW VOLUME in *Pitman's Common Commodities and Industries Series* is "The Raw Materials of Perfumery—Their Nature, Occurrence and Employment," by Ernest J. Parry. It is a popular account of one branch of the industry revolutionized by synthetic chemistry.

T. MORRIS LONGSTRETH, author of "Mac of Placid" and accounts of the Adirondacks and the Catskills, is in Canada for the purpose of writing a novel with the scene laid in the Laurentians. Mr. Longstreth has employed as his guide in his explorations, Fred Beauvais, who has come into fame in the Stillman divorce case.

FEW AUTHORS have such expert if amateur publicity agents as Dr. Albert Einstein. Alderman Falconer recently volunteered for the rôle, when his veto of the vote of New York's city fathers to extend to Dr. Einstein the freedom of the city procured for Dr. Einstein columns of newspaper space. In Germany, Herr Leibus, editor of a Berlin paper, was equally successful, for his modest proposal to murder Einstein for the good of the fatherland, has been noted in papers far removed from Berlin.

CAMILLE FLAMMARION'S "Death and Its Mystery," translated from the French version by E. S. Brooks, which bore the identical title "La Mort et son Mystère," which was published in Paris in 1920. Translations of the book in Italian and Portuguese have been arranged for and will follow at Rome and Rio de Janeiro. This is the first volume in a trilogy which will represent the results of more than fifty years of observation, collection, investigation and classification of facts concerning immortality which M. Flammarion has deduced from his careful study. The Century Company will also publish the two volumes of the trilogy yet to come. The French titles of these will be: "Atour de la Morte" and "Après la Mort."

Changes in Prices

D. APPLETON & COMPANY

The Sailor's Log, by R. D. Evans, from \$1.50 to \$4.00.
Regulation of Municipal Utilities, by C. L. King, from \$2.50 to \$3.00.

Obituary Notes

ERNEST WILLIAM HORNING, author and novelist, died at St. Jean de Luz, France, of influenza, on March 22. He was born in Middlesborough, England, in 1866, and was educated in Uppingham School. He spent some years in Australia. In 1893, he married Constance Doyle, the sister of Sir Arthur Conan Doyle. The Horning home was in Sussex.

The most famous character which Mr. Horning created was Raffles, hero of several volumes, setting a literary fashion in heroes. The list of his books includes: "A Bride from the Bush," 1890; "Under Two Skies," 1892; "Tiny Luttrell," 1893; "The Boss of Taroomba," "The Unbidden Guest," 1894; "The Rogues March," "Irralie's Bushranger," 1896; "My Lord Duke," 1897; "Young Blood," "Some Persons Unknown," 1898; "The Amateur Cracksman," "Dead Men Tell No Tales," 1899; "The Belle of Toorak," "Peccavi," 1900; "The Black Mask," 1901; "The Shadow of the Rope," 1902; "No Hero," "Denis Dent," 1903; "Stingaree," "A Thief in the Night," 1905; "Mr. Justice Raffles," 1909; "The Camera Fiend," 1911; "Fathers of Men," 1912; "Witching Hill," 1913; "The Thousandth Woman," "The Crime Doctor," 1914; "Notes of a Camp Follower," 1919.

MAXIMILIAN D. BERLITZ, founder of the Berlitz Schools for the study of languages, died suddenly at his home in New York on April 6th. He was born in South-Germany and came to America as a child. His method of teaching led to the establishment of many schools here and abroad and in connection with these he published a number of educational books based on his system. His age was 67.

More A. B. A. Members

THE Membership Committee of the American Booksellers' Association, thru its Chairman, John G. Kidd, of Stewart & Kidd Company, Cincinnati, has added this week two more names to the list: Edward Wallace, of Ormston's Bookstore, Oil City, Pa., and J. O. Crowell, of T. Y. Crowell & Company, New York.

Periodical Notes

The Canadian Stationer and Book Trade Journal makes its first appearance, April 20th, at 51 Wellington Street, West, Toronto. The publisher has for nearly ten years been editor and manager of the *Canadian Bookseller and Stationer*, published by the MacLean Co. and previous to that time was in business for some years as a retail bookseller and stationer.

Personal Notes

HOWARD WILLARD COOK, head of the Editorial Department of Moffat, Yard & Company, has just returned from Europe, where he has completed arrangements for the bringing out of a number of new publications by his house in this country.

WILLIAM C. LENGEL, formerly in charge of the editorial and promotion work for Cosmopolitan Book Corporation, is to be managing editor of *Hearst's Magazine*. Mr. Lengel's place with Cosmopolitan Book Corporation has been taken by Lee D. Brown, formerly editor of *People's Magazine* (Street & Smith), and previous to that of the editorial staff of the *New York Times*. Mr. Lengel, in collaboration with Leroy Clemons and Thomas Grant Springer, has just had a play accepted by A. H. Woods, and Mr. Woods is said to be planning to produce this during the coming fall, with Pauline Frederick in the leading rôle.

W. P. BLESSING, manager of the Chicago branch of the Presbyterian Board of Publication, sails for England April 16th on a six weeks' trip of deserved rest. Mr. Blessing's development of the Chicago business has been marked by a most successful handling of the mail-order and catalog business in the religious field.

Business Notes

CHICAGO.—The Radical Book Shop is moving to a new and larger store at 826 North Clark Street on May 1.

CLEVELAND, O.—The Arthur H. Clark Co., formerly located in the Caxton Building, has removed to larger and more convenient quarters at 4027-4035 Prospect Avenue.

LOS ANGELES, CAL.—Kuttner's Bookstore, at 115-117 S. Spring Street, has been sold to Harriet and Theodore Mercer.

NEW YORK CITY.—Luckhardt & Belder, 10 West Forty-fifth Street, are now the American representatives for the Universal Edition of classics, music, books, scores and librettos, which are published in Leipzig.

NEW YORK CITY.—The C. J. Oliphant Advertising Agency, which handles the business of a number of book publishers, has moved from 1 West Thirty-fourth Street to the Printing Craft Building at Thirty-fourth Street and Eighth Avenue.

NEW YORK CITY.—Isaac Mendoza Book Co. will move on May 1 to larger premises, next door, at 15 Ann Street. It occupied 17 Ann Street for 28 years.

SYRACUSE, N. Y.—The Iroquois Publishing Co. has increased its capital stock to \$120,000

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, George Burton

Constitutional history of England. 518 p. (1½ p. bibl.) O (American historical ser.) [c. '21] N. Y., Holt \$5 n.

Partial contents: The Anglo-Saxon age; Growth of the Constitution and of the Common Law; Parliament versus the king; The making of the cabinet; The rise of democracy; Democratic England.

Adept (The) of Galilee; a story and an argument; by the author of The Initiate. 434 p. D '20 N. Y., Dutton \$3.50 n.

This work deals with Jesus Christ as a great Adept, Mahatma, Yogi or High Initiate.

Aldington, Richard, tr.

Medallions in clay. 99 p. O c. N. Y., Knopf bds. \$2 n. [550 copies]

Translations of the Greek and Latin poets of the Augustinian and Renaissance periods.

Alexander, Georgia

The Alexander-Dewey arithmetic; advanced book; ed. by John Dewey. 8+288+16 p. diags. il. maps D c. N. Y., Longmans, Green 88 c. n.

The Alexander-Dewey arithmetic; elementary book; ed. by John Dewey. 7+224+13 p. il. diags. maps D c. N. Y., Longmans, Green 76 c. n.

The Alexander-Dewey arithmetic; intermediate book; ed. by John Dewey. 8+256+15 p. il. diags. il. D c. N. Y., Longmans, Green 80 c. n.

Amar, Jules

The human motor; or, The scientific foundations of labour and industry. 15+470 p. il. tabs. diags. O (Efficiency books) '20 N. Y., Dutton \$10 n.

Attwood, Wallace Walter, and others

Practical map exercises in geography; Eastern hemisphere. 32 p. maps drawing pap. in pocket Q [c. '21] Bost., Ginn pap. 56 c. n.

Baddeley, John F.

Russia in the 'eighties; sport and politics.

12+466 p. front. (por.) maps O '21 N. Y., Longmans, Green \$10.50 n.

A record of the ten years which the author spent in Russia as special correspondent for the *Standard*.

Banks, Theodore H., jr.

Wild geese. [verse] 75 p. D (The Yale ser. of younger poets) c. New Haven, Conn., Yale Univ. Press bds. \$1.25 n.

Banning, Margaret Culkin

Half loaves. 312 p. D [c. '21] N. Y., Doran \$1.90 n.

A novel of American life in the middle-west, in which modern tendencies of marriage and social life are discussed.

Barclay, Wade Crawford

The principles of religious teaching. 132 p. D c. '20 N. Y. and Cin., Methodist Bk. Concern \$1 n.

Barrymore, Blanche Marie Louise Oelrichs, [Mrs. John Barrymore; Michael Strange, pseud.]

Resurrecting life [verse]; with drawings by John Barrymore. 86 p. col. front. pls. D c. N. Y., Knopf \$1.75 n.

Blasco Ibáñez, Vicente

The Mayflower [flor de Mayo]; a tale of the Valencian seashore; tr. from the Spanish by Arthur Livingston. 256 p. [c. '21] N. Y., Dutton \$2 n.

A story of the fisherfolk of Valencia and of their adventures along the shore of a treacherous and uncertain sea.

Blunden, Edmund

The waggoner and other poems. 100 p. D '20 N. Y., Knopf \$1.50 n.

Briarly, Mary

In his own image. 419 p. D c. N. Y., Macmillan \$2.25 n.

A story of American life and the development of the freedom of the American women as they are complicated by the labor problem.

Brisco, Norris Arthur

Retail salesmanship. 278 p. O c. '20 N. Y., Ronald Press \$2 n.

Arkansas. Bureau of Mines, Manufactures and Agriculture

Outlines of the geology, soils and minerals of the state of Arkansas. 182 p. front. il. por. maps diags. O '20 Little Rock, Ark., Bureau of Mines gratis

Benson, Oscar Herman

Home canning and food thrift. 61 p. front. (por.) il. O (Dept. of Farms and Markets, bull. no. 130) '20 Albany, N. Y., New York (State) Div. of Agriculture pap. gratis

Bryant, Marguerite [Mrs. Philip Munn]

A courageous marriage. 224 p. D c. N. Y., Duffield \$1.90 n.
A mystery story.

Bryce, James Bryce, Viscount

Modern democracies; 2 v. 14+508; 6+676 p. O c. N. Y., Macmillan \$10.50 n.

Partial contents: Considerations applicable to Democratic government in general; Some Democracies and their workings; Switzerland, France, Canada, Australia, New Zealand, and the United States.

Burgess, Thornton Waldo

Lightfoot the deer; with il. by Harrison Cady. 8+205 p. col. front. col. pls. O (Green forest ser.) c. Bost., Little, Brown \$1.75 n.

This volume starts a new series of animal stories for little children, each volume will deal with some particular animal who spends his life in the forest.

Chekhov, Anton Pavlovich

The schoolmistress; new ed., tr. by Constance Garnett. 305 p. D c. N. Y., Macmillan \$2.25

Carrington, Herbert C., and Holzwarth, Charles

German composition; with notes and vocabularies. 138 p. front. D (Heath's modern language ser.) [c. '21] Bost., Heath \$1.12 n.

Clements, Mrs. Edith Gertrude Schwartz

Flowers of mountain and plain; 2nd ed., enl. 2+79 p. col. front. col. pls. O c. '20 N. Y., H. W. Wilson Co. \$2.75 n.

Cobb, Thomas

The impossible Apollo. 299 p. D N. Y., J. Lane \$2 n.

An after-the-war story of middle-class people in England.

Coburn, Frank Warren

The battle on Lexington common, April 19, 1775; consisting of an account of that action now first published and a reprint of my lecture entitled Fiction and truth about the Battle of Lexington common, pub. in 1918; also a complete roster of Capt. John Parker's company; a list of the seventy-seven men who were with him that morning; and a list of the eight men who are known to have returned the British fire. 60 p. front. pls. facsms. D c. Lexington, Mass. [Author], 31 Percy Rd. \$2.50 n. [294 copies].

Collamore, Gilman & Co., Inc.

Traditions and old china; [cover title: China and pottery marks]. 36 p. il. S [c. '20] N. Y., Collamore, Gilman & Co., 15 E. 56th St. 75 c. n.

Marks of china from Germany, Austria, Russia, Poland, Denmark, Switzerland, Italy, Spain, England, France and Sevres.

Conover, Lee

Gilbert signal engineering; complete and thorough instructions in all forms of signaling for boys; prepared under the direction of A. C. Gilbert. 116 p. il. pls. (part col.) diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: General service code and its uses; Semaphore system; Sound and flashlight systems; Telegraphy, radio-telegraphy and telephony; Maritime signaling; U. S. Navy flag signals; How to make signal apparatus.

Conroy, Joseph P.

A mill town pastor; the story of a witty and valiant priest. 226 p. D c. N. Y., Benziger Bros. \$1.75 n.

A true story of a priest in an American town.

Cook, Luella Bussey

A project book in business English. 8+215 p. (7 p. bibl.) D [c. '20] N. Y., Holt \$1.28 n.

Partial contents: Imagination in business; The positive attitude of mind; Advertising and salesmanship; The business student's reading.

Cushing, Harry Cooke, jr.

The electric vehicle hand-book; officially adopted by the Electric vehicle section of the National electric light association. [New ed.] 350 p. il. S c. '20 N. Y., [Author], 25 Broad St. leath. \$3

Dana, Charles Loomis

Text-book of nervous diseases for the use of students and practitioners of medicine; 9th ed. 10+655 p. il. (part col.) pls. (part col. and fold.) diags. O c. '20 N. Y., W. Wood & Co., 51 Fifth Ave. \$6.50 n.

Dante, Alighieri

The divine comedy of Dante Alighieri; tr. by Charles Eliot Norton; complete ed., three v. in one. 24+274 p. D [c. '20] Bost., Houghton Mifflin \$3 n.

Clapp, Charles Horace

Geology of the igneous rocks of Essex Co., Mass. 132 p. pls. tabs. (part fold. in pocket) fold. col. map in pocket O (Dept. of the Interior, U. S. Geol. Survey; bull. 704) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 30 c.

Crain, Thomas C. T.

Some pleas for adequate religious instruction for the young; [address delivered at a public meeting, Bd. of Education, N. Y., Nov. 15, 1920; on the question of dismissing pupils from the public schools at 2 p. m. on Wednesday of each week for the purpose of receiving religious instruction]. 32 p. D N. Y. & Cin., The Abingdon Press pap. gratis

Cushman, Joseph Augustine

American species of operculina and heterostegina and their faunal relations; and A new species of

orthophragmina from Louisiana. various paging pls. O (Dept. of the Interior, U. S. Geol. Survey, professional pap. 128-E) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Dadourian, Ruth McIntire

Party machinery; the caucus and convention system of Connecticut. 14 p. facsms. T [c. '20] Hartford, Conn., Connecticut Woman Suffrage Assn., 721 Main St. pap. 10 c. n.

Dall, William Healey

Summary of the marine shellbearing mollusks of the Northwest coast of America, from San Diego, Cal., to the Polar Sea; mostly contained in the collection of the United States National Museum; with il. of hitherto unfigured species. 217 p. pls. O (Smithsonian Inst., U. S. Nat. Museum, bull. 112) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Davies, Mary Carolyn

The husband test; front. by Elizabeth Pillsbury. 259 p. D c. Phil., Penn. Pub. Co. \$2 n.

A story of a young woman who had difficulty in choosing a husband, and puts them to a test. The scene is laid in Greenwich Village, N. Y.

Davis, Edward H.

Early cremation ceremonies of the Luiseño and Diegueño Indians of Southern California. various paging S (Indian notes and monographs, v. 7, no. 3; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Dewey, Evelyn, and others

Methods and results of testing school children; manual of tests used by the psychological survey in the public schools of New York city; including social and physical studies of the children. 9+176 p. il. pls. diags. O [c. '20 N. Y., Dutton \$5 n.

Du Picq, Col. Ardant

Battle studies; ancient and modern battles; tr. from the 8th ed. in the French by John N. Greely and Robert C. Cotton; [preface by Frank H. Simonds; introd. by Ernest Judet]. 21+273 p. front. (por.) D c. N. Y., Macmillan \$2.50 n.

Edson, David Orr

Getting what we want; how to apply psychoanalysis to your own problems. 286 p. O [c. '21] N. Y., Harper \$2.25 n.

Partial contents: The mind as a machine; From archaic to social; The psychic censor; Blondes and brunets; Life formulas and hungers; Brain patterns and the chemistry of action; Blond and brunet chart.

Edgerton and Bartholomew

Business mathematics. 300 p. O c. N. Y., Ronald Press \$2 n.

Eliot, Frederick May

The unwrought iron; an introd. to religion; teacher's ed. 12+3+274 p. D (The Beacon course of graded lessons) c. '20 Bost., The Beacon Press, 25 Beacon St. \$1.35 n.

Eliot, Thomas Stearns

Sacred wood; essays on poetry and criticism. 200 p. D '21 N. Y., Knopf \$2.50 n.

Elton, Oliver

A survey of English literature; 1780-1880; new ed.; 4 v. various paging O '20 N. Y., Macmillan \$16 n.

Everts, Hal George

The yellow horde; with il. by Charles Livingston Bull. 227 p. front. pls. D c. Bost., Little, Brown \$1.75 n.

A novel of the Northwest, in which the adventures of a coyote play the main part.

Field, Walter Taylor

The Field primer; il. by Maginel Wright

Doyle, Edwin Adams

War pieces [verse]. 20 p. D [c. '20] Winchester, O., The School Journal pap. 35 c.

Ferguson, Jim G.

Outlines of the geology, soils and minerals of the state of Arkansas. 182 p. front. (col. map) pls.

Enright. 132 p. col. il. D [c. '21] Bost., Ginn 68 c. n.

Fletcher, Joseph Smith

The Chestermarke instinct. 307 p. D c. N. Y., Knopf \$2 n.

A mystery story, dealing with the extraordinary disappearance of the manager of a country bank.

Fowler, Henry Thatcher

Great leaders of Hebrew history from Manasseh to John the Baptist. 280 p. il. D c. '20 N. Y., Macmillan \$2.50 n.

Fresenius, Karl Remigius

Introduction to qualitative chemical analysis; 17th ed. of the original work; tr. by G. Ainsworth Mitchell. 954 p. il. O '21 N. Y., Wiley \$8 n.

Fry, Harry Shipley

The electronic conception of valence and the constitution of benzene. 18+300 p. diags. tabs. O (Monographs on inorganic and physical chemistry) '21 N. Y., Longmans, Green \$5 n.

Galeo, Oscar

Spanish; bk. 1; [giving a detailed explanation of the fundamentals of the Spanish language, both in Spanish and English]. 17+267 p. diags. nar. D (Galeno natural method, a conversational system of teaching languages) [c. '13-'21] N. Y., Gregg Pub. Co. \$1.80 n.

Gardiner, Florence Herrick, comp.

Limericks; [il. by the compiler]. no paging front. S '21 c. '08-'21 Phil., Lippincott \$1 n.

Published in 1908 by Bacon & Brown under title "The smile on the face of the tiger."

Gay, Walter

Paintings of French interiors; ed. with an introd. and notes on the plates by Albert Eugene Gallatin. no paging F '20 N. Y., Dutton \$25 n. [950 copies]

Gilbert, Alfred C.

Gilbert carpentry for boys. 85 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Instructions for boys to plan, do, and build things.

Gilbert chemical magic; a presentation of original and famous tricks in conjuring accomplished by the use of chemicals. 61 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert coin tricks for boys; designed to teach coin conjuring to boys in a simple manner and to provide entertainment of an unusual character. 60 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

tabs. maps O '20 Little Rock, Ark., State Bu. of Mines, Manufactures and Agriculture pap. apply

Fitzpatrick, John C., ed.

Annual report of the American Historical Association for the year 1918; in 2 v.; v. 2, The autobiography of Martin Van Buren. various paging O (House document no. 819; 66th Congress, 2nd session) Wash., D. C., Gov. Pr. Off., Supt. of Doc. \$1

Gilbert, Alfred C.—[Continued]

Gilbert handkerchief tricks for boys; provides instruction in tricks made famous by well-known artists and furnishes a novel entertainment for any program. 81 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert knots and splices; with rope-tying tricks; explains methods of knot tying and reveals rope tricks made famous by great artists. 82 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert sound experiments; a new and fascinating play for boys. 94 p. il. plans diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Origin of sound; Transmission of sound; Reflection, refraction, interference and resonance; Modern inventions.

Gilbert weather bureau; meteorology; for boys. 84 p. il. diags. maps S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Humidity; Kinds of winds; Atmospheric disturbances; Historical facts.

Gilbert, Alfred C., and Stone, H. D.

Gilbert magnetic fun and facts. 106 p. il. diags. tabs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: A sea fog; Electro-magnetism; Magnetic toys and tricks; How to make magnets.

Gooch, George Peabody

The life of Lord Courtney. 626 p. il. O '20 N. Y., Macmillan \$7 n.

Goodhue, Edward Solon

Under the silver moon [vēr̄sē]; [2nd rev. and limited ed.]. 32 p. O '20 Molokai, Hawaii, You Bet Pub. Co., The Stockade bds. \$1.25 n.

Poems of nature and life in the tropics.

Gore, James Howard, comp.

American legionnaires of France; a directory of the citizens of the United States on whom France has conferred her national order, the Legion of honor; [new ed.]. 9+451 p. D c. '20 Wash., D. C., W. F. Roberts Co., 1514 H. St., N. W. \$5 n.

Gourio, E.

The direct method of teaching French. 163 p. D [c. '21] Bost., Houghton Mifflin pap. 80 c. n.

Gray, James

Spiritism and the fallen angels. 148 p. D [c. '20] N. Y. & Chic., Revell \$1.25 n.

Grimshaw, Robert

The modern foreman. 14+190 p. O c.

N. Y., Biddle Business Pub. \$2.50 n.

Practical shop talks to foremen covering efficiency, production, welfare, duties, factory methods, and what a good foreman should know about his own imagination, energy, judgment, mechanical knowledge and reading.

Grossmith, George, and Grossmith, Weedon

The diary of a nobody; il. by Weedon Grossmith, and a memoir of the two brothers by B. W. Findon. 300 p. D c. N. Y., Knopf \$2.50 n.

Haldeman-Julius, Mr. and Mrs.

Dust. 251 p. D [c. '21] N. Y., Brentano's \$1.75 n.

A story of life in the Middle West.

Hall, Jarvis

Through Mocking Bird Gap; front. by Joseph M. Clement. 303 p. D c. Phil., Penn Pub. Co. \$2 n.

The story of the life of an American mutilè, who goes to the Mexican border after the great war, thinking that his life is useless owing to his physical handicap, and of the way in which he acquitted himself in an emergency.

Hatfield, Wilbur W.

Business English projects. 303 p. D c. N. Y., Macmillan \$1.20 n.

Hay, Corinne

Light and shade 'round gulf and bayou. 222 p. front. il. D [c. '21] Bost., Roxburgh Pub. Co. \$1.50 n.

Seven stories of life in the Southwest.

Hemeling, K.

English-Chinese dictionary of the standard Chinese spoken language; and Handbook for translators; including scientific technical, modern, and documentary terms; based on the dictionary of the late G. C. Stent, pub. 1905 by the Maritime customs. 6+1726 p. O N. Y., G. E. Stechert 1/2 leath. 15 n.

The author was Commissioner of Chinese Maritime Customs at Peking.

Herodotus

Herodotus; with an English tr. by A. D. Godley; in 4 v., bks. 1 and 2. 503 p. fold. map S (Loeb classical lib.) '21 N. Y., Putnam \$2.25 n.

Heye, George Gustav

A Mahican wooden cup. 18 p. front. pls. S (Indian notes and monographs, v. 5, no. 2, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Holland, Henry Scott

Henry Scott Holland; memoir and letters; ed. by Stephen Paget. 12+336 p. front. (por.) pls. pors. O '21 N. Y., Dutton \$6 n.

Dr. Holland was Oxford regius professor of Divinity in Oxford Canon of St. Paul's.

Harper, Samuel Alain

The law of workmen's compensation; the Workmen's compensation act; with discussion and annotations, tabs. and forms; 2nd ed.; [first pub. in 1914 under title The law of workmen's compensation in Illinois. 20+697 p. O c. '20 Chic., Callaghan & Co., 401 E. Ohio St. buck. \$10 n.

Hess, Frank Lee

Tungsten in 1918. various paging (9 1/2 p. bibl.) tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Hunt, H. Ernest

The influence of thought on health, wealth and happiness. 8+238 p. D '20 Phil., McKay \$1.75 n.

Essays which are aimed to help business people to acquire a happy life thru correct thinking.

International Correspondence School Staff

How to use the steel square; pub. by arrangement with the International Correspondence Schools, Scranton, Pa. 79 p. diags. O '21 c. '07-'08 Phil., McKay \$1.50 n.

Iskandar, Abkariyus

The Lebanon in turmoil; Syria and the powers in 1860; Book of the marvels of the time concerning the massacres in the Arab country; tr. and annotated and provided with an introd. and conclusion by J. F. Scheltema. [Der-el-Kamar massacre of 1860.] 203 p. O (Yale oriental ser., researches, v. 7) c. '20 New Haven, Conn., Yale Univ. Press \$6.50

Jenks, Arthur Whipple, D.D.

The use and abuse of Church history; six lectures [delivered at the Summer school for clergy in Albany in 1913]. 106 p. O ['19] N. Y., E. S. Gorham pap. 60 c. n.

Kelly, Florence Finch

The Dixons; a story of American life through three generations. 330 p. D [c. '21] N. Y., Dutton \$2 n.

A novel of American family life as influenced by the trend to move westward, which followed the Civil War.

Kilmer, Joyce

The circus; and other essays and fugitive pieces; ed. with introd. by Robert Cortes Holliday. 10+311 p. O [c. '21] N. Y., Doran bds. \$2.50 n.

The last of the literary legacy of Mr. Kilmer, which have here been collected from various sources.

Kline, Burton

The gallant rogue; with front by F. Vaux Wilson. 318 p. D c. Bost., Little Brown \$1.90 n.

A story of French court life during the reign of Louis XVI.

Laselle, Mary Augusta, ed.

The joy in work; ten short stories of today. 16+180 p. D c. '20 N. Y., Holt 92 c. n.

Leighton, K. W.

Gilbert civil engineering [and] surveying for boys; prepared under the direction of A. C. Gilbert. 93 p. il. diags. maps plans S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Noted civil engineers and their work; Surveying instruments: Laying off angles on the ground; Leveling; Methods of finding North; Diagrams of various playing fields.

Lindlahr, Henry

The true nature and source of vitamins or life elements. 57 p. D (Natural therapeu-

tics booklets) [c. '21] Chic., The Lindlahr Pub. Co., 509 S. Ashland Blvd. pap. 50 c.

Partial contents: Who discovered the vitamins or life elements?; Relationships of mineral salts to vitamins; The fallacy of the calory; How to charge foods with mineral elements and vitamins.

Livingston, Florence Bingham

The custard cup. 6+296 p. D [c. '21] N. Y., Doran \$1.90 n.

A humorous novel of every day folks.

Lynde, Carleton John

Gilbert hydraulic and pneumatic engineering. 144 p. il. diags. plans S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

A book for boys in which they may learn the uses of water and air, and what they mean to us.

Gilbert light experiments for boys. 126 p. il. plans diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Fun with bright sunlight; The "why" of curved mirrors; Fun at night; Optical instruments.

May, Percy

The chemistry of synthetic drugs; 3rd ed., rev. 11+428 p. diags. tabs. O '21 N. Y., Longmans, Green \$4.25 n.

Millay, Edna St. Vincent

Aria da capo; a play in one act. 24 p. sq. D (The Chapbook, no. 14) '20 N. Y., Frank Shay, [Impört.] pap. 75 c. n.

This play was formerly produced by The Provincetown Players' Theatre, N. Y., The Boston Community Players and other performers.

Mitchell, Edith

Betty, Bobby and Bubbles; il. by Janet Laura Scott [verse]. no paging col. front. col. pls. D (Sunny book) [c. '21] Chic., Volland bds. 75 c. n. bxd.

Morton, David

Ships in harbour [verse]. 11+99 p. D c. N. Y., Putnam bds. \$1.75 n.

Many of these poems have appeared in *The Bookman*, *N. Y. Evening Post*, *The Forum*, *The Nation* and other papers.

Much, Hans, ed.

Tuberculosis of children; its diagnosis and treatment; tr. by Dr. Max Rothschild. 156 p. O c. N. Y., Macmillan \$2.50 n.

This volume presents the results of the co-ordinated efforts of Dr. Much and George Deycke, of Hamburg, of the new treatment of tuberculosis.

Murdock, Victor

Folks. 220 p. D c. N. Y., Macmillan \$2 n.

Fifty-one short stories of "folks" in the American West.

Muzzey, David Saville

Readings in American history; rev. ed. 27+604 p. D [c. '15-'21] Bost., Ginn \$2.40 n.

Newton, Alma [Mrs. Alma Newton Anderson]

Shadows. 81 p. D c. N. Y., J. Lane \$1.75 n.

A series of impressionistic sketches.

Insley, Herbert

Mica in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Salt, bromide and calcium chloride in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Ogden, George Washington

The flockmaster of Poison Creek; front. by P. V. E. Ivory. 315 p. D c. Chic., McClurg \$1.90 n.

A story of the early days in the sheep country of America's unsettled West

Ordway, Edith Bertha

The etiquette of today; rev. and enl. 7+242 p. D [c. '13-'20] N. Y., G. Sully & Co., 373 Fourth Ave. \$1.25 n.

O'Reilly, Elizabeth Boyle

How France built her cathedrals; a study in the 12th and 13th centuries; il. with drawings by A. Paul De Leslie. 11+611 p. front. pls. O [c. '21] N. Y., Harper \$6 n.

A history of the great French cathedrals, of the people who built them and why they were built. Index.

Parker, Geroge William

Elements of mechanics; with numerous examples for the use of schools and colleges; 2nd ed., rev. and enl. 9+270 p. diags. tabs. O '21 N. Y., Longmans, Green \$2 n.

Perry, Ernest John

The raw materials of perfumery; their nature, occurrence and employment. 112 p. il. pls. tabs. D (Pitman's common commodities and industries) N. Y., Pitman \$1 n.

A study of perfume materials in general, along with plant, animal and artificial perfume materials. Index.

Phillips, R. Randal

The book of bungalows. 160 p. pls. plans tabs. O '20 N. Y., Scribner bds. \$2.75 n.

Bungalows as built in England.

Plato

Plato; with an English tr. by H. N. Fowler; v. 2, Theaetetus [and] The sophist. 459 p. S (Loeb classical lib. no. 123) '21 N. Y., Putnam \$2.25 n.

Quintilianus, Marcus Fabius

The institutio oratoria of Quintilian; with an English tr. by H. E. Butler; in 4 v.; v. 1. 543 p. S (Loeb classical lib.) '21 N. Y., Putnam \$2.25 n.

Rankin, Thomas Ernest

American writers of the present day; 1890-1920; 2nd ed., rev. and enl. 186 p. D c. '20 Ann Arbor, Mich., George Wahr \$1.35 n.

Reccord, Augustus P.

Who are the Unitarians?; eight sermons delivered at the request of and published by the Board of Trustees of the First Unitarian church of Detroit, Mich. 5+134 p. D c. '20 Bost., The Beacon Press \$1.50 n.

Reely, Mary Katharine, and Rich, Pauline H.

The book review digest; 16th annual cumulation; reviews of 1920 books. 657 p. Q '21 N. Y., H. W. Wilson \$5 n.

Reeve, Sidney Armor

Modern economic tendencies; an economic history of America. 25+871 p. O [c. '21] N. Y., Dutton \$12 n.

A study of the evolution of American economics from the early part of the 19th century down to the entrance of this country into the Great War.

Reid, Sydney [Robert Charles Forneri, pseud.]

How Sing found the world was round; il. by Katherine Sturges Dodge. no paging col. front. col. pls. D (Sunny book) [c. '20] Chic., Volland bds. 75 c. n. bxd.

A Chinese story for little children.

Rice, Mrs. Bertha Marguerite, and Rice, Roland

Popular studies of California wild flowers; [with il. from photographs]. 127 p. O c. '20 Saratoga, Cal., Mrs. B. M. Rice \$2.50; Ed. de Luxe \$10 [hand col.]

National (The) Committee for Better Films, comp.

Selected pictures for the family program, young people and special entertainments; Jan. 1, 1920, to Dec. 31, 1920; [Formerly pub. under title: A garden of American pictures]. 16th to 20th quarterly cat. issued Jan., 1921. 23 p. O [c. '21] N. Y., The Nat. Bd. of Review of Motion Pictures; Social Service Dept. pap. 25 c.

National Industrial Conference Board

The cost of living among wage-earners; Cincinnati, O., May, 1920. 18 p. O (Special report no. 13) [c. '20] N. Y., National Indust. Conference Bd. pap. 50 c. n.

The cost of living among wage-earners; Worcester, Mass., June, 1920. 20 p. O (Special report no. 16) [c. '20] N. Y., National Indust. Conference Bd. pap. 50 c. n.

Unwarranted conclusions regarding the eight-hour and ten-hour workday; a critical review of a Comparison of an eight-hour plant and a ten-hour plant; U. S. Public Health bull. no. 106. 21 p. O c. '20 N. Y., National Indust. Conference Bd. pap. 75 c. n.

Ohio. Dept. of Investigation and Statistics

Union scale of wages and hours of labor in Ohio on May 15, 1920. 38 p. tabs. O (Industrial Commission of Ohio, report no. 39) '20 Columbus, O., Dept. of Investigation and statistics pap. apply

Ohio. Laws, Statutes, etc.

The general code of Ohio; rev. compact ed., including all laws of a general nature in force January 1, 1921; with notes showing the legislative history of each section; also cross-references to kindred sections; ed. and rev. by William Herbert Page; 4 v. various paging O c. '21 Cin., The W. H. Anderson Co., 524 Main St. \$30 n.

Priestley, Herbert Ingram

Modern Mexican history. 36 p. O (Inst. of International Educ., International relations clubs syllabus, 6) '20 N. Y., The Inst. of International Educ. pap.

Red Cross. U. S. American Nat. Red Cross

Annotated subject index and order list of books and pamphlets; including government reports on maternity and child welfare in England and Scotland. 181 p. O (A. R. C. circular no. 1011) [c. '20] Wash., D. C., The American Red Cross pap. gratis

Rider, Richard Price

Memoirs, life and influence of Dr. and Mrs. Joseph Cowgill Maple; a résumé of Baptist activities in Missouri during the sixty years, 1857-1917, of Dr. Maple's influence; the funeral sermon by H. E. Truex; appreciations by sympathetic friends; selections from the writings of Dr. and Mrs. Maple. 187 p. il. pls. pors. O '20 Jefferson City, Mo., Hugh Stephens Pr. Co. bds. \$1.25 n.

Rihani, Ameen F.

The path of vision; pocket essays of East and West. 195 p. D c. N. Y., James T. White & Co., 70 Fifth Ave. \$1.50 n.

Partial contents: Minds and monominds; Touring and commuting; The question of Pontius Pilate; Mine own country; The Oriental heritage; Citizen and Yogi; The lying Oriental.

Ross, John Jacob

The kingdom in mystery. 379 p. D [c. '20] N. Y. & Chic., Revell \$2.50 n.

Rostand, Edmond Eugène Alexis

Cyrano De Bergerac; comédie héroïque en cinq actes; ed. with introd., notes and vocabulary by Oscar Kuhns and Henry Ward Church. 13+255 p. front. D [c. '99-'20] N. Y., Holt 96 c. n.

Sallust, Gaius Sallustius Crispus

Sallust; with an English tr. by J. C. Rolfe. 22+534 p. S (Loeb classical lib. no. 116) '21 N. Y., Putnam \$2.25 n.

Schreker, Franz

Der schatzgräber; oper einem vorspiel; vier aufzügen und einem nachspiel. [A libretto.] 83 p. D (Universal ed. no. 6137) N. Y., Luchhardt & Belder, 10 W. 45th St. pap. 60 c. n.

Meiner lieben mutter gewidmet; die gezeichneten; oper in drei aufzügen. [A libretto.] 82 p. D (Universal ed. no. 5691) N. Y., Luchhardt & Belder pap. 60 c. n.

Schwartz, Eugene B.

A practical guide for notaries public and commissioners of deeds of New York; setting forth the powers and duties of these officers, terms, appointment, fees; their liabilities, civil and criminal; showing forms of acknowledgments, individual, man and wife and corporation used or required in every state of the United States; together with other requirements, and information of interest and value in connection with their official acts; rev. ed.; [including foreign instruments: what should be done with them, Foreign consuls in New York: their addresses and office hours]. 99 p. forms D [c. '21] N. Y., Cooper Pub. Co., 121 E. 11th St. \$2 n.

Severance, Henry Ormal, comp.

A guide to the current periodicals and serials of the United States and Canada; 4th ed., 1920. 564 p. O '20 c. '06-'20 Ann Arbor, Mich., George Wahr \$6 n.

Slauson, Harold Whiting

First aid to the car; or, Highway hints and helps; guide to road-side repairs and improvised replacements. 225 p. S [c. '21] N. Y., Harper \$1.50 n.

What to do when the engine will not start, stops, misses, loses power, knocks, overheats, when the brakes won't work, when the running gear is broken, when the mud is deep and other information for all who are interested in automobiles.

Soper, Edmund Davison

The religions of mankind. 344 p. O [c. '21] N. Y. & Cin., Abingdon Press \$3 n.

Partial contents: The nature of religion; Animistic religion; Egypt and Mesopotamia; Greece and Rome; Hinduism; Buddhism; The religion of the Chinese; The religion of Japan; Judaism; Mohammedanism; Christianity.

Speck, Frank Gouldsmith, and Heye, George Gustav

Hunting charms of the Montagnais and the Mistassini. 19 p. pls. S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Stacpoole, Henry De Vere

Satan; a romance of the Bahamas. 305 p. D '21 c. '20 N. Y., McBride \$2 n.

A story of a sunken treasure, of a chart mysteriously obtained and coveted by a group of scoundrels and of battles upon the sea.

Stetson, Mrs. Augusta Emma Simmons

Poems; written on the journey from sense to soul; il. in photogravure; 4th ed. 132 p. front. pl. music T '21 c. '10-'20 N. Y., Putnam \$2 n.

Strange, Michael. See Barrymore, Blanche**Street, Elwood**

Sympathy and system in giving. 161 p. nar. S (International social science ser.) c. Chic., McClurg \$1 n.

A survey of modern welfare activities in which the questions of administration costs, duplication of efforts, unworthy cases and kindred subjects are discussed.

Stringer, Arthur John Arbuthnot

The wine of life. 389 p. D c. N. Y., Knopf \$2 n.

A love story of New York's Bohemia.

Teale, Oscar Schutte

Higher magic; magic for the artist. 402 p. front. il. diags. O c. '20 N. Y., Adams Press Print, 240 B'way \$5 n.

Detailed information for the professional prestidigitator who is looking for new material.

Tietjens, Eunice Strong Hammond [Mrs. Paul Tietjens]

Jake. 221 p. D [c. '21] N. Y., Boni & Liveright \$2 n.

The story of a self-made man, of the Mississippi Valley.

Warren, William Henry

Engineering construction; pt. 1, In steel and timber; 3rd ed. 14+486 p. diags. tabs. plans (part fold.) O '21 N. Y., Longmans, Green \$10 n.

Zwerenz, Karl Georg

Der goldschmied von Toledo; romantische oper in einem vorspiel und zwei akten; musik von Jacques Offenbach; musikalische bearbeitung Julius Stern und Alfred Zamara. [A libretto.] 81 p. D (Universal ed. no. 6181) N. Y., Luchhardt & Belder pap. 60 c. n.

The Publishers' Weekly

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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Concerning the Next "Trade List Annual"

To Publishers:—

In order to allow all publishers ample time in which to prepare their catalogs for insertion in the Trade List Annual for 1921 (ready August 31st) we are now mailing to contributors the customary instructions and shipping directions. Publishers whose lists did not appear in the Annual for 1920 are especially urged in the interest of the booksellers and librarians to have them ready in time for this year's Annual.

We remind publishers of smaller lists, not hitherto represented in the Annual, that this publication is of even more proportional importance to them than to the large publishers who are always represented, since retail booksellers are less likely to have knowledge of their books when a customer makes inquiries. Publishers who have but a few books, or who issue no catalog, can have their list printed by us at small cost. Write us for terms.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE London *Mercury* says that "no recent centenary, excepting Shakespeare, has attracted so much attention as that of Keats."

The British Museum is preparing an extensive exhibition relating to Dante and early Italian literature in commemoration of the great Italian poet's sixth centenary.

An exhibition of etchings and dry points by Vans Gravesande will be on view during this month at the galleries of Arthur H. Harlow & Company, Fifth Avenue print dealers.

Since Henry E. Huntington is now turning his attention to collecting the first editions of worth-while modern authors, his example may stimulate others to activity in this field.

Dr. Rosenbach is reported by *The Bookman's Journal* to have said that the condition of business in the rare book-trade at the present time is better than in almost any other line of trade.

It is reported that William Brown, the Edinburgh bookseller, has recently received a bundle of manuscript from California which has proved to be a further instalment of Robert Louis Stevenson's "Weir of Hermiston."

One of four authenticated complete issues of *La Libre Belgique* with accompanying certificates and inscribed photograph of Cardinal Mercier, will be sold for the benefit of the University of Louvain at the American Art Galleries, April 21.

The growth of interest in fine prints, which has been so rapid in recent years, is by no means confined to New York. Collections of more than ordinary size and quality are being formed in Boston, Philadelphia and Chicago. Many important collectors are also to be found in the smaller cities.

German catalogs filled with descriptions of rarities of incunabula and early printing, prepared with the scholarly detail characteristic of German catalogers, are now finding their way regularly to collectors in this country. The German rare book-trade is said to have been one of the quickest of all lines of business to recover after the war.

Twenty-five papers, all signed book reviews from either the *North American Review* or *The Nation*, written by Henry James, in the early 'sixties, when about twenty-one years of age, will shortly be published in a limited edition by the Dunster House Bookshop, of Cambridge, Mass.

The "Autobiography of Martin Van Buren," recently published by the American Historical

Association at the Government Printing Office, Washington, is being generally hailed by critics and historical students, as one of the most important additions to American historical literature made in recent years. It will rank in importance as one of a half dozen of the most important autobiographies published in this country.

The private library of Professor Milyukov, formerly professor of history at the University of Moscow, is one of the few great collections of Russian books that have become the property of the Leland Stanford University. This collection is said to be one of the most complete in existence on Russian literature. It was hidden at Helsingfors during the war and has only recently been shipped to America.

Wall's Etched Monthly, the first all etched magazine, is one of the latest novelties in the art field. Sketches from life of Mark Twain, Gilbert K. Chesterton and others have recently appeared. A forthcoming number will contain an etching of James F. Drake with an article by him on first editions. The magazine contains regularly five picture plates together with seven pages of text, all printed by hand from copper plates, numbered, signed by the artist, and limited to 125 copies.

Books, prints, autograph letters, relics and works of art relating to Napoleon and the Island of St. Helena, the property of Dr. Silk and Field Marshal Lord Grenfell, and including documents relating to Napoleon at St. Helena; views of the Island and portraits of the Emperor; miniatures, medals and cameos; a marshal's baton said to have belonged to Soult; a lock of the Emperor's hair, and other relics, will be sold at Sotheby's, in London, May 5.

The longest and most important manuscript of the poet Shelley offered for sale in recent years, the original draft of "A Philosophical View of Reform," consisting of 201 pages and including one of the best landscape drawings done by the poet, was purchased by Dr. Rosenbach, at Sotheby's, April 6. The date when the manuscript was completed is unknown, but it is first mentioned in a letter in 1820. It was not printed, however, until last year.

The London *Times*, in discussing the recent sale of Britwell selections at which Dr. Rosenbach secured nearly the whole of the collection, declared it to be "the sensation of the season as far as it has gone," and adds, "no one can, however, view the departure of these books from our shores without a feeling of deep regret and disappointment that English collectors and institutions did not put up even a better fight than they did. Dr. Rosenbach in this sale is said to have broken all records in

the high percentage of purchases made by a dealer on either side of the Atlantic at a sale of the first importance.

Charles E. Lauriat & Company, of Boston, recently brought to this country a copy of Peter Parley's "Tales of Christmas," in the original green glazed boards, bearing on the fly leaf the following inscription: "Miss Blanche Ainsworth with affectionate regards from Charles Dickens and John Forster." This was the great Christmas book of the year and Dickens put it in his pocket when he went to Bristol to see William Harrison Ainsworth, then an old man who was ill. When leaving, Dickens presented the book to the daughter of the novelist and on the fly leaf wrote the inscription with the exception of the name of John Forster, which was written by Forster. The volume links the names of Ainsworth, Dickens, and his biographer, and, furthermore, it was illustrated by George Cruikshank, who drew the designs for the wood engravings.

Manuscripts, letters and drawings in pen and ink and water color by Robert Fulton, consigned by Mrs. A. T. Sutcliffe and Edward C. Cammann, direct descendants of the great inventor, and autograph letters of Aaron Burr and important documents signed by Washington and other autographic material consigned by Mrs. F. S. Shinn, together with Americana, the property of several owners, will be sold at the Anderson Galleries, April 26 and 27. This is one of the most important sales of the season and contains much material of the greatest importance. The Fulton material contains letters and drawings relating to the torpedo, submarine and steamboat inventions. The Washington items include a pardon granted to ten men who had been indicted for high treason; documents of this character are rarely met with. There are also important lots concerning California, Canada, Benjamin Franklin, Napoleon, the early West, New York City and New England.

Few modern first editions have made a more amazing record than Fitzgerald's translation of "The Rubáiyát of Omar Khayyam." Originally published in 1859, by Bernard Quaritch for a half crown, it was soon reduced to a shilling, then to six pence, and finally the unsold remainder was dumped upon the stand in front of Quaritch's bookshop to be sold at two pence or a penny a volume—authorities differ as to the exact amount. It seems only a few years ago that it began to climb upward from £20. In April of last year the Holden copy brought \$975 at auction in this city. In the last few months three copies have been offered for sale—one in London for £225 and two copies in this country at \$1,200 each. The demand for this rarity so far exceeds any possible supply that still further sensational advances are pretty surely to be made in the near future.

The bibliographical library of M. T. O'Shaughnessy and an English library were sold at the Anderson Galleries, April 4 and 5, bringing \$9,573.60. The Church "Catalogue of Americana," 7 vols., imperial 8vo., New York, 1897-09, brought \$580. This copy belonged to the late Luther S. Livingston, who handled practically every book in the collection and has his marginal notes on many of the leaves. Other lots and the prices which they realized were the following: William Congreve's "Works," 3 vols., 1761, Baskerville edition, \$45; Thomas Bewick's collected works, 5 vols., royal 8vo., Newcastle, 1819-20, large paper copies of the first editions, \$65; David McStauffler's "American Engravers Upon Copper and Steel," New York, 1907, Grolier Club publication, \$65; Brunet's "Manual," 6 vols., Paris, 1860-65, \$42.50; Thomas Pennant's "Of London," 4to, London, 1740, in a Roger Payne binding, \$70; Archbishop Laud's own copy of "The Book of Common Prayer," London, 1638, \$75; Robert Burton's "Anatomy of Melancholy," small folio, Oxford, 1624, the second edition corrected and the first folio edition, \$40; Cruikshank's "London Oddities," original boards, London, 1823, first edition, \$60; Pierce Egan's "Life in London," illustrated by George Cruikshank, 8vo., morocco, 1821, tall copy of the first edition, \$100.

F. M. H.

Catalogs Received

Current literature of the month. (No. 146.) Lemcke & Buechner, 30-32 East 20th Street, New York City.
Family histories: peerage cases, biographies, family papers, private acts, House of Lords cases, etc. (No. 33; Items, 538.) Henry Gray, 1 Churchfield Rd. East, Acton, London, W. 3, England.
Litterature, Romans, Théâtre, Poésies. (No. 46.) Lemcke & Buechner, 30 East 20th Street, New York City.
Livres Anciens Et Modernes En Vente Aux Prix Marquées. (No. 463; Items 641.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
Nieuwsblad Voor Den Boekhandel. (No. 22.) Heerengracht 124/8, Amsterdam, Holland.
Op De Nederlandsche Periodieken Van Algemeenen Inhoud. (No. 2.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
Orientalia Geschichte, Geographie Ethnographie, Altertumskunde Sprache Und Literatur Der Asiatischen Volker. (No. 490; Items 1093.) Karl W. Hiersemann, 29 Königstrasse, Leipzig, Germany.
Selection of books, maps and engravings relating to London. (No. 410; Items 302.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

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Books Wanted and for Sale

BOOKS WANTED

James Adair, 626 Hennepin Ave., Minneapolis, Minn.

Book of War, by George R. Kirpatrick.
The Limit of Wealth, by Hutchinson.
Life of George B. Weaver.
Genealogy of the Berger Family, by G. Berger.
Any Books by R. L. Jefferson, F.R.G.S., London, Eng.
History of LeSeur, translated by Shea.

W. H. Allen, 3417 Walnut St., Philadelphia

Huelsen, Roman Forum, 2d ed., 1909.
Tarbell, Life of Lincoln.
American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.
Bibliotheca Symbolica Ecclesiae Universalis, Philip Schaff, complete; three volumes.
Complete Set Geikies Hours with the Bible.
Complete Set Vincent's Word Studies, four volumes.
Master of Men.

American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Memoirs of Baroness de Bode, London, 1900.
Historical Anecdotes of Heraldry and Chivalry, Worcester, Eng., 1795.
Lacroix, Manners, Customs and Dress of the Middle Ages, London edition.
Norway, Bohn illustrated edition.
Walker, Beauty in Woman, London edition.

John R. Anderson Co., 31 W. 15th St., New York
Culture's Garland, Eugene Field, original ed., 1887, paper covers.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.
David Crockett, Alta Edition.
David Lloyd, State Worthies, 1665 edition.
Memoirs of A. Campbell, Complete.

William M. Bains, 1213-15 Market St., Philadelphia
Chapter in Erie.
Chandlers, Trial of Jesus.
C. P. A. Questions and Answers, 1914, Bennett & Morton, International Accountancy Society, Detroit.
Brooklyn Daily Eagle Almanac, two copies.
Woodbury, Beauty Culture.
Tit Bits of Irish Humor, N. Y., White.
Forde, Laws of Imitation, Holt.
Jones, Case of Rebellious Susan.
Jackson, Theory and Practice of Handwriting, Harrison.
Hitchcock, Building of a Book, Grafton.
Hart, Preventive Treatment of Neglected Children.
Gossip, Chess Pocket Manual.
Porsyth, Novels and Novelists of 18th Century.
Evans, Old and New Magic.
Brothers, Photography.
Crane, Adventures in Common Sense.

Wm. Ballantyne & Sons, 1409 F Street Northwest, Washington, D. C.
Faraday, Researches in Electricity.

Barnie's Bookery, 729 E. St., San Diego, Cal.
Bass, Sam., Life of.
Crocroft, Susan, Beauty or Duty.
Jackson, H. H., Ramona, any quantity, 75c. pp.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Growth of British Policy, by Seely.
Whistler, Barcher.
Wendall's Duchess Emilia.
Fly Rods and Fly Tackle, by Wells.
Autobiography of Thomas C. Platt.
Wilson, G. C., The Hague Arbitration Cases.
Moody, John, The Railroad Builders.
Bryan, W. J., The First Battle, 1897.
Cleveland, Grover, Presidential Problems.

N. J. Bartlett & Co.—Continued

Ripley, W. Z., Railroads: Rates and Regulations.
Fish, C. R., Civil Service and the Patronage.
Military Historical Society of Massachusetts, any volumes except 2, 4, 5, 9, 10, 12, 13, 14.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.
Commercial Code, A1.
Pocket Edition Western Union, Lieber's.
Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.
A Man in the Open, by Roger Pocock.

The Bobbs-Merrill Co., 185 Madison Ave., New York
The River, by Ednah Aiken.

Book Exchange and Art Shop, Houston, Texas
Freemasonry, Anything on or about, except proceedings.

Great Pyramid, Anything on or about.
Will buy anything on above if prices are reasonable.

The Book Shop of the Glass Block, 122 West Superior St., Duluth, Minn.

Log of the North Shore Club, by Alexander, Putnam.
Casual Essays from The Sun, two copies.
Katia, by Tolstoi, French translation.

The Brearley School, 60 E. 61st St., New York
James, Henry, Terminations, Harper.

Brentano's, 5th Ave. and 27th St., New York

George Sand and Her Lovers.
Painted Veils.
Jurgen.
Rollo's Journey to Cambridge.
Fish and Fishing, Frank Forester.
International Encyclopedia, 24 vols.
Works of J. M. Barrie, English Edition, any vols.
Tales Before Supper, Gautier, two copies.
Crown of Success, Tucker.
Mohammed and Islam, Goldziher.
Metrical trans. of Iliad, Chapman.
Women of Florence, De Luigo.
Meditations of Marcus Aurelius, trans. Long, pub. by Collier.
Birds of the Bible, Poster.
Typical Modern Conception of God, Leighton.
Price of Youth, Margery Williams.
State and County School Administration Text Book, Cubberley.
History of American Steam Navigation, Morrison.
Swiss Republic, Wm. Chester.
Pronunciation of English, Jones.
Exploits of June, Fantomas Series.
Shulamite, Kuprin.
Atala, Chateaubriand.
Peacock Feather, Moore.
Crumbs from the King's Table.
Common Law, Chambers.
Mr. Poilu.
Five Years Among Congo Cannibals.
Japan, the Place and the People, Estes.
Statesman's Year Book, 1919.
Ballads and Rondeaux, Chants, etc., White.
Suggestion and Auto Suggestions, Atkinson.
Price of Freedom, Marchmont.
Patrins, Guiney.
Anonimities and Curiosities of Medicine, Gould and Pyle.
Gadfly, Voynich.
Interplay, Harraden.
Vandrad the Viking, Clouston.
Adv. of M. d'Haricourt, Clouston.
Our Lady's Inn, Clouston.
Prodigal Father, Clouston.
Circuit Riders Widow, Harris.

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- Undying Past, Suderman.
The Mother of Washington and Her Times, Pryer.
Art of Aubrey Beardsley, Modern Lib.
French Revolution and English Poets, Hancock.
God of Clay, Bailey.
Curious Punishments of Bygone Days, Earle.
Century Supplement to the Dictionary of Gardening, vol. A to F, Nicholson.
Benedick Kavanaugh, Birmingham.
European and Other Race Origins, Hannay.
Ships and Men, Hannay.
Spain, Hannay.
Irishman Looks at His World, Birmingham.
Studies in Ethnology, Personal Identification, Wilder.
Creole Cook Book.
Physical Education, Sargent.
Rearing Children, Kuhnes.
On Sovereignty, Bliss.
Aluminum, Richards.
Mutineers, Hawes.
Pretty Miss Neville, Croker.
Mifanwy, Burt.
Trans. of Sappho, Carmen.
Life of Captain J. Fry, Walker.
Kingdom of the Unselfish, Peck.
The Brethren, Haggard.
History of U. S., Bassett.
Theory of Color, Chevreul.
Jefferson's University, Patton.
Vocational Printing, Polk.
"Aristotle" Peoples Bks., Taylor.
Untilled Fields, Moore.
Grania, Lawless.
Guncraft, Bruette.
Dictionary of Slang and Colloquial English, Henley.
Art Education for High Schools.
Challenge of the Dead, Graham.
Recording Angel, Harris.
The Rhythm of Life, Patterson.
Tuxedo Reciter, pub. Excelsior, McHale.
Whole Truth About Mexico, Latin Amer. New Assn., Bulver.
Treatise on Poker, Philpotts.
Fractional Distillation, Young.
Happy England, Black Color Series, Allingham.
Stammering and Lipping, Scripture.
Spanish Main, Masefield.
The Inspector General, Gogol.
Abraham Lincoln, His Book facsimile reproduction of original, Davis.
Religion and Medicine, McComb.
Other Side of the Lantern.
People of the Polar North, Rasmussen.
Steamships and Their Story, Chatterton.
The Ottoman Dynasty, Hidden.
The Overland Express.
Addison Broadhurst, Mott.
The New Word, Upward.
History of Indian and Eastern Architecture, Ferguson.
Emperor Akbar, trans. by Beveridge.
History of Persia, Malcolm.
Rhymes to Be Read, Vance.
Thoughts for All Times, Vaughan.
The Business of a Gentleman, Dickinson.
A Bundle of Letters, James.
The Private Life.
Altar of the Dead.
Phinea Redux, Trollope.
Prime Minister, Trollope.
Artie, Ade.
Doc. Horne, Ade.
Fables in Slang, Ade.
Pink Marsh, Ade.
Slim Princess, Ade.
Perfume of Eros.
Madam Sapphira.
Enthralled.
Curtis' Constitutional History of United States.
Von Holst, Constitutional History of United States.
Valentine's History of New York, 1853.
House on the Hudson.
George Sand and Her Lovers
Memorial Volume to Keats.
- Brentano's, F and 12th Sts., Washington, D. C.
Taylor, Tea Machinery.
Deerr, Cane-Sugar.
Wodehouse, Something New.
Lowndr, Chink in the Armor.
Carter, Law, Its Origin, Growth, etc.
Cooke, Henry Saint John, Gentleman.
The Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.
Dreiser, First Editions.
Bridgman's Book Shop, 108 Main Street, Northampton, Mass.
Manual of Modern Steam Laundry Work, Ellis Clayton.
Chamber of Peace.
History of the Christian Endeavor Movement.
Weyman, Count Hannibal.
Weyman, Story of Francis Cludds.
Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]
The Border States of Mexico, paper bound books or pamphlets, San Francisco; about 1880.
Burrows Brothers Co., 633 Euclid Ave., Cleveland The Texican.
Callahan Book and Stationery Co., 164 South Main St., Salt Lake City, Utah
Frederick the Great by Dr. Catt.
Ten Lost Tribes, by Haven.
Library of Universal Literature, part 1, vol. 1, green cloth, Collier ed.
As I Remember Them, by Goodwin.
Wedges of Gold, by Goodwin.
Comstock Club, by Goodwin.
Campion & Co., 1313 Walnut St., Philadelphia
Anna Lombard, Cross.
Amazing Duchess, Pearce.
New England Trees in Winter.
Life and Letters of Phillips Brooks, Allen.
Three Boys in the Mountains, by Cody.
Woman's Way in Unknown Labrador, by Ellis, pub. by Doubleday.
C. W. Carter, 80 Beach Street, Bloomfield, N. J.
Cadell's Soul of Meicent.
C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
Napoleon Dynasty.
Gracian, Art of Worldly Wisdom.
Moore, Chiropradist's Therapeutic Manual.
Classified C. P. A. Problems, 1915.
Katterjohn, How to Write Mov. Pict. Plays.
Muecke, The Ayesha, in English.
Dumas, Camille.
Avalon, Serpent Power.
Fenner's Formulary, 13th ed.
Green, Destruction of Irish Industries.
Chamberlain Bros., Pittsfield, Mass.
Jurgin, by Cabell.
George M. Chandler, 75 E. Van Buren St., Chicago
Taylor (B. L. T.), Charlatans.
Taylor (B. L. T.), Pipesmoke Carry.
Taylor (B. L. T.), Well in the Wood.
Taylor (B. L. T.), Anything by him.
Cabell, Jurgin.
Petronius, Bohn Library.
Le Bon, Psychology of Peoples.
Melville, Omoo.
Wyatt (E. F.), True Love.
Wyatt (E. F.), Every One His Own Way.
Andrief, Red Laugh.
South Sea Books, viz.:
Stoddard, South Sea Idyls.
La Farge, Reminiscences of the South Seas.
London (Jack), South Sea Tales.
Grimshaw, In the Strange South Seas.
Grimshaw, Fiji and Its Possibilities.
Becke, Wild Life in Southern Seas.
Becke, Notes from My South Sea Log.
Rannie, South Sea Cannibals.
Dreiser, The Financier, 1st ed.
Melville, Moby Dick.
Glover, Life and Letters in Fourth Century.
Dimsdale, Vigilantes of Montana, 1st ed., 1866.
Courtship of Leonardi da Vinci.
Couch, Delectable Duchy.
Belcher, Mutiny of the Bounty.

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Clark, Fly Leaves from a Fisherman's Diary.

Chemical Catalog Co., Book Dept., 1 Madison Ave.,
New York

Hampson, W., Radium Explained.
Clarke, J. H., Radium as an Internal Remedy
Especially Exemplified in Cases of Skin Disease
and Cancer.

Larkin, Edward L., Radiant Energy.
Savidge, E. C. (M.D.), The Philosophy of Radio-
Activity or Selective Involution.

Hirshberg, L. K., The Action of Light as a Thero-
peutic Agent.

Lunge's Sulphuric Acid and Alkali, vol. 2.

The City Library Association, Springfield, Mass.

Barnes-Grundy, Hilary on Her Own, two copies.
Benson, Who Goes There.

Bubier, A.B.C. of Wireless Telegraphy.
Chisholm, Boss of Wind River, three copies.
Cole, Amateur's Wireless Handy Book, two copies.
Daskam, Open Market, two copies.

Daviess, Road to Providence.

Haggard, Ayesha.

Hall, Richard N., Ancient Ruins of Rhodesia,
Methuen.

Taylor, What an Advertiser Should Know.

R. F. Clapp, Jr., 36 N. Pearl St., Albany, N. Y.
Bitter Sweets.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Butler's Solar Biology.

Clement, Handbook of Modern Japan.

Drake, Indian Activities, 1859.

Innes, Goldfish Varieties and Tropical Aquarium
Fishes.

Modern Language Journal, October, 1918.

Michigan Pioneer Collections, vols. 9, 11, 12, 22 and
27.

Stone, Life of Sir William Johnson.

Stanton, Dreams of the Dead.

Virginia Historical Collections, vols. 2 and 5 to 11.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Amateur Work, bound or unbound vols.

Prophecies of St. Columkill.

Hawley, Steam Engineering.

Cassell's Encyclopedia of Photography.

Magic, Hopkins.

Racinet's Polychrome Ornament, 1st series.

Lenox and Berkshire Highlands, Mallory.

Romance and Tragedy, Pioneer Life, Mason.

Vigilante Days, Langford, 2 vol. ed.

Approaching End of Age, or any Guinness.

Golden Vision, Turner.

Chevreuil on Color.

Colonial Society, Box 343, Richmond, Va. [Cash]

Fixed Stars, old novel.

Hood's Poems, Dore ills.

Mallock, Modern Paul and Virginia, two copies.

Minter's Travels.

Pocahontas and Her Descendants.

Richmond in Bygone Days.

Sanderson's Signers, set or latter vols.

Columbia University Library, New York

Briggs, S., The Essays, Humor and Poems of Na-
thaniel Ames, 1891.

Giddings, Democracy and Empire, Macmillan.

Cornell Co-operative Society, Ithaca, N. Y.

Beard, Daniel Carter Outdoor Handy book. Scribner.

Beard, Daniel Carter, What To Do and How to Do
It, Scribner.

The American Boy's Handy Book, Scribner.

Cossitt Library, Memphis, Tenn.

English Reprints, 157 volumes.

Humbolt Library of Science, vol. XIV.

J. F. Cullen, 15 S. 9th St., Philadelphia

Hemmings, Moulded Electrical Insulation.

Cooper, Game Fowl, any ed.

Swenks, Iron in All Ages.

Shouds, Fenerick Colony.

Davis' Bookstore, 36 Vesey St., New York
Life of Voltaire, by Parton.

The Dayton Company, Minneapolis, Minn.

Sets in large type, cloth bindings, of Dickens, Scott,
Thackeray, Elliot, Hugo, Dumas and Stevenson,
in used editions, but in good condition.

A. W. Dellquest Bk. Co., Monte Sano, Augusta, Ga.

Johnston, Richard M., Dukeshire Tales.

Memoirs Duke de Gramont.

Godwin, Political Justice.

Wind Before the Dawn.

Peabody, American Patriotism.

Benson's Dodo.

Hugo, Victor (French text, 2nd hand).

Silver Lining (About the South Pole).

Chappell, Miscellanies of Georgia.

Lanier, Sidney, Poems.

Slaughter, Philip, Hist. of St. George's Parish, Va.

Cooke, John Esten, Mohum (or any others).

Denver Dry Goods Co., Denver, Colo.

Wagnerian Romance, Hall.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Ewald, Two Legs.

Footner, Jack Chanty.

Gates, Cupid the Cow-puncher.

London, God of His Fathers.

Marriatt, The Intruding Angel.

Morrow, A Man, His Mark.

Quiller-Couch, A Shining Ferry.

Bishop, History of American Manufactures, 3 vols.

Comparetti, Virgil in the Middle Ages.

Davidson, Bargain Theory of Wages.

Hervey, Masters of French Music.

Laughlin, Reciprocity.

Le Rossignol, State Socialism in New Zealand.

Patten, Economic Basis of Protection, 2nd ed.

West, Inheritance Tax, 2nd ed.

Rine, Letters from an Old Railway Official to His
Son.

Pushkin, Eugene Oneguine.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Any books on Magic, Juggling, Puzzles, etc.

Doubleday, Page & Co., Garden City, N. Y.

Danny's Own Story, by Don Marquis, 2 copies.

Charles H. Dressel, 552 Broad St., Newark, N. J.

S. Wilkes, History of Guy's Hospital, London, 1890.

E. P. Dutton & Co., 681 Fifth Ave., New York

Benson, Dodo's Daughter: Dodo.

Biographies and Engravings of Grand Masters, etc.,
of the Grand Lodge of Missouri from 1821 to 1900,
St. Louis, n. d.

Bryden, Hare Huntings and Harriers.

Clarke (M. G.), Sidelights on Teutonic History dur-
ing the Migration Period (Girton College Series
No. 31).

Dana, The Swiss Chalet Book.

Daniel, Scottish Gentleman in Swedish Army.

De Bourg, De Burgh, or Burg Family, Genealogy of:
Declaration of London, D. P. Co., 1911.

Dickens (Charles), Works, Riverside Ed., 1870, Pic
Nic Papers, Gadshill ed., pub. Scribner.

Drever (James), Instinct in Man.

Dring (T.), Recollections of the Jersey Prison Ship.

Drums of the Fore and Aft, 1898.

Dunlap (W.), Darby's Return, N. Y., 1871; Life of
William Guthrie, 1796; The Virgin of the Sun,
N. Y., 1800; The Italian Father, N. Y., 1810.

Dutton Family of Texas, Genealogy of.

Fletcher's Steamships and Their Story.

Gould, Family Names and Their History.

Greek Grammar Based on the Greek Text of St.
John's Gospel.

Hugel, The Mystical Element of Religion, 2 vols.

Kaluza (Max), Short History of English Versifica-
tion, trans. by Dunstan.

Kipling, Day by Day, 1913; Kim, 1st ed.

Kurth (J.), Harunobu, 1910.

New York Illustrated Times before 1885.

New York Graphic, any vols.

New York Clipper before 1865.

Root (G. L.), History of the Arabic Orders of the
Nobles of the Mystic Shrine of N. A. Peoria, 1903.

Sandwich, My Experience in Spiritual Healing.

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E. P. Dutton & Co.—Continued

Tarkington, In the Arena, 1905; The Flirt, 1913; Beauty and the Jacobin, 1911; 1st editions. Thayer's Life of Cavour, 1st ed. Thurston (R.), History Growth of Steam Engine. Wallace, The Fair God. Peter Parley's Pictorial History of the U. S.

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Elder & Johnston Company, Dayton, Ohio Famous American Statesmen, by Bolton, Crowell.

George Engelke, 855 N. Clark St., Chicago Kitchen's History of France, vol. 3. Ramsey, Astrology Restored and Stellar Astrology. Hood, W. P., Bone Setting, two copies. Don Quixote, ill. by Dan. Vierge. Conway, Life of Th. Paine, vol. 1.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

H. W. Fisher & Co., 207 So. 13th St., Philadelphia Lithography by Pennell. Origin and Nature of Emotions, by Crile, published by Saunders. Story Tellers Holiday, Geo. Moore.

Fowler Bros., 747 South Broadway, Los Angeles, Cal. Nana, Zola trans. Loves Tulygy, Nausen. Mars, by Lowell. Perdida, F. W. Panghorn. Surrey, A. C. Black Color Books.

Fowler-Thompson Co., 10 Dexter Ave., Montgomery, Ala.

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Gammel's Book Store, Austin, Texas

Nuttall's Journey, 1846-48. Worlds in the Making, Arrhenius, Eng. trans.

Gardenside Bookshop, 270 Boylston St., Boston, Mass. Nadau, Max, Conventional Lies of Our Civilization. Irving, Washington, A History of New York, by Diedrich Knickerbocker, illus.

J. K. Gill Co., Portland, Ore.

Handbook of the U. S. Tariff Containing Tariff Act of 1913, Vandegrift. Psychology, D. Harvey. Ben Jonson, Timber ed. by Schilling. Tales of Mean Streets, Morrison. The Road, Jack London. Rise and Early History of Political Parties in Oregon, 1843-1868. Fair Hills of Ireland, Gwynn. McDonald of Oregon, Dye.

Alfred F. Goldsmith, 42 Lexington Ave., New York Burroughs, Walt Whitman as Poet and Person. Cabell, Eagle's Shadow. Any Books by James Branch Cabell. Whitman (Walt), Leaves of Grass, Washington, 1871.

Tales of Mystery and Horror, Mendelpink. Any Stories of Horror, Terror and Mystery; not detective stories.

Saltus, The Anatomy of Negation. Any Books by Edgar Saltus.

Goodspeed's Book Shop, Boston, Mass.

Armstrong, A. A., Faith and Doubt in Century's Poet, N. Y., 1898.

Goodspeed's—Continued

Benson, Cat. of Etchings. Clark, A. H., Hist. of Yachting. Crozier, General Armory, 1904. Davis, Ancient Landmarks of Plymouth. Cheverus, Bishop, Life of. Davis, R. H., Farces. De Vinne, History of Printing. Fiske, John, Critical Period of Amer. Hist., 1888. Gaylord, Gance, Culm Rock. Goss, W. L., Jedd. Gracie, A., Truth about Titanic, N. Y., 1913. Guild, E. E., Universalist Book of Reference. Gummy, Consecration of Eucharist. Hawthorne, 1st eds., Scarlet Letter; Seven Gables. Hind. Hist. Etching and Engraving. Lancaster Co., Pa., Biog. hist. of, by Harris, 1872. Locksley Hall, trans. by Eben. Phila., 1871. Loomis, Travel and Art Study in Europe. Lyons, Colonial Furniture. MacHarg & Balmer, Blind Man's Eyes, Boston, 1916. Martin, Dr. G., Chemistry and Its Wonders, N. Y. Mason, A. M., Romance and Tragedy of Pioneer Life. Mass. Acts, 1854, 1893. Mass. Doc., 1893, House No. 339 (Public Reservations.) Mass. Historical Soc. Coll. 7th ser. vol. 5; 4th ser., vol. 1. Morrison, Wartime History of Mass., 1783-1860. Murray, Hugh, Encyclopaedia of Geography, rev. by Bradford, Phila., 1839, vols. 2 and 3. North American Review, Jan., 1919. Norwalk, Conn., Hist. records of, by Hall, 1847. Ozenchain, Handwoven Coverlets. Potter, Mechanics of Faith. Poulsson, Emilie, In the Child's World, Springfield, 1893. Powell, R. Baden, Quick Training for War, N. Y., 1914. Scott, Capt., Last Expedition of, 2 vols., 1st ed., colored illus. Simms, J. R., Frontiersman of N. Y., 2 vols.; Eutaw; Foragers; Partisans. Stroyer, Jacob, My Life in the South. Sullivan Co., N. Y., Hist. of, Quinlan. Thayer, Rev. John, born Boston, ca. 1708; anything by or about. Valdes, A. P., Sister St. Sulpice (N. Y., 1860). Walker, Williston, Ten New England Leaders. Walsh, W. S., Pen Pictures of Modern Authors, N. Y., 1882. Whitney, H. C., Life on Circuit with Lincoln. Genealogies of Angell, 1872; Delano, Gen. Hist. of House of, Foote gen.; Fuller gen., vol. 1, 1908; Hunt; Wyman; McCues of Old Dominion, 1912; Standish Family; Terry gen.; Darlington. Brangwyn, Belgian, 1916. Prince Society, Andros Tracts, vol. 2. Prince Society, Champlain's Voyages, vol. 2. Where Is Master? A dog story.

Gotham Book Mart, 128 45th St., New York

Royce, Religious Aspect of Philosophy. "Auk," vols. 1, 2, 3.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.

Barden, Two Boy Pioneers. Wilkie Collins' Works, complete set. Classics and Arts Series, Rubens. Rothery, A. B. C. of Heraldry.. Crane, Just Human. Thousand Miles of Miracles. Powyns, One Hundred Best Books. Rowlands, The Magnet. Rowlands, Sultana. Rowlands, Grande. Rowlands, Mountain of Fears. Rowlands, To Windward. Rowlands, Wanderers. Rowlands, In the Shadow.

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Lambing, History of Catholic Church in Dioceses of Pittsburg and Alleghany to Present Time, Benziger, 1880.
 Chamberlain, The Work of a Bond House.
 Tyler, Literary History of American Literature of Revolution, 2 vols. Putnam, 1897.
 Gilbert Parker, The Savage.

William Helburn, Inc., 418 Madison Ave., New York
 The Life and Letters of Charles Bullfinch.
 Principles of City Land Values, Hurd.
 Armor Fenn, Design and Tradition.
 Knowles, Industrial Housing.
 American Art Galleries Catalogue of the Davanzati Palace Sale.

N. W. Henley Pub. Co., 2 W. 45th St., New York
 Treatise on Modern Horology, Saunier.

B. Herder Book Co., 17 S. Broadway, St. Louis, Mo.
 Catholic Encyclopedia, 16 vols.
 Fullmore, History and Geography of Texas.
 Brown, History of Texas.
 Bancroft, History of California.
 Bancroft, History of Texas.
 Cutts, The Conquest of California and New Mexico.
 Macleod, History of Catholicism in North America.

L. B. Herr & Son, Lancaster, Pa.
 Life of Mary Russel Milford, ed. Rev. A. G. K. L'Estrange, Harper, 1870.
 Agatha's Unknown Way, I. M. Alden.
 Duhamel, Treatise on Calculus.

Walter M. Hill, 22 E. Washington St., Chicago
 Revue Philosophique de la France, no. 11-12, Nov.-Dec., 1920.
 LeGallienne, Richard, 1st eds.
 Johnson, Lives of the Poets.
 Huneker, 1st eds.
 Journals or Diaries of the Adams Family.
 Hamilton's Works, 9 vols. Putnam.
 North's Plutarch, Tudor trans.
 Emerson's Essays, 1st series.
 Parson's Book on Advertising Arrangement.
 Sewall, Samuel, Diary.
 Alexander Smith's Poems.
 Military Historian and Economist.
 Brewster, The Prison.
 Field Artillery Journal, complete.
 Morris, Gouverneur, Life and Letters.
 Huxley, Agnosticism.
 Mercantile Marine Atlas.
 Hearn, Lafcadio, Interpretations of Literature, 1915.
 Pitt, The Younger Rose.
 Phillips, The Cost; The Deluge; Golden Fleece; Reign of Guilt; A Woman Ventures; Master Rogue; White Magic; Mother Light; Her Serene Highness.

Himebaugh & Browne, Inc., 471 Fifth Ave., N. Y.
 Intelligence of the Flowers, Maeterlinck.
 Jurgen, Cabell.
 Demosthenes' Orations, 4 vols., Bohn's Library.
 White Hills, Thomas Starr King.
 G. B. Shaw, 1st eds.

Hochschild, Kohn & Co., Baltimore, Md.
 Hampshire Days, W. H. Hudson.
 The Job, Lewis.
 Pistols for Two.
 Candles in Wind, Maud Diver.
 Awakening, Maud Diver.
 Painted Veils, Huneker.
 Payne's trans. of Francois Villon, privately printed in London.
 Great Amulet, Diver.
 Sunia, Diver.
 Concentration and the Acquirement of Personal Magnetism, O'Hashnu Hara.
 Finding the Worth While in Europe, Osborne.
 Young Folks' Treasury, set, buckram, 12 vols. and Mothers' Book.
 Renaissance, John Addington Symonds, Smith, Elder ed., 1st, 2rd, or 3rd imprint, set of.
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 Dram Shop.

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 Mont Saint Michael and Chartres, Adams.
 The Decadent, R. A. Cram.
 Black Spirits and White, R. A. Cram.

Holmes Book Co., 740 S. Main St., Los Angeles, Cal.
 Book of Knowledge, vol. 19, Grolier Society, red buckram, torch on back, edition with preface by J. H. Finley, August, 1911.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.
 Session Laws and Acts of all States.
 House and Senate Journals of all States.
 Early Digests, Codes and Revisions of Laws.
 Early Files of Western and Southern Newspapers.

John Howell, 328 Post St., San Francisco, Cal.
 The Overland Stage to California, Root & Connelley.
 The Great Salt Lake Trail, Inman & Cody, Crane or Macmillan.
 History of Southampton, G. R. Howell.
 East of the Sun and West of the Moon, Kay Nielson.
 From Nebula to Nebula, Geo. Henry Lepper.
 The Caliph of Bagdad, Sylvanus Cobb, Jr.
 Hezekiah and His Wife, French.
 Theocritus.
 The Man Who Wanted to Be It, Compton Mackenzie.
 Chinese Symbolism, Maude Rex Allen.
 Rod, Root and Flower, Coventry Patmore.
 Bookbinding and Care of Books, Cockerell.
 Fruit and the Blossom, Mabel Collins.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.
 Backus, Making Happiness Epidemic.
 Genealogy of the Southworth or Southard Family, Webber.

Hyland's Book Store, 204 Fourth St., Portland, Ore.
 The Old Path Pulpit, F. G. Allen.
 Practical Methods for Appraising Lands, Buildings and Improvements, Geo. J. Craigen.
 Logarithms of Hyperbolic Functions, Smithsonian Institute publication.

George W. Jacobs & Co., 1628 Chestnut, Philadelphia
 Hergesheimer, any books, 1st ed.

E. W. Johnson, 27 Lexington Ave., New York
 Bishop Percy's Folio Mss., 4 vols., 1868.
 Memoirs of Edmund Yates, 2 vols.
 De Vinne, Invention of Printing.
 Cattini, Indian Gallery, Washington (Smithsonian).
 Acadia Prisms, Dr. Bushwhacker. Cozzens.

William R. Kane, Book Hill, Highland Falls, N. Y.
 Burton, Sir Richard F., Pilgrimage to Madinah and Mecca.
 Burton, Sir Richard F., The Lake Regions of Central Africa.
 Burton, Sir Richard F., Ultima Thule.
 Any work by Burton that is complete and in good condition.

Kansas City Book Ex., 715 Main, Kansas City, Mo.
 Wonders of the Heavens, Flammerion, 2 copies.
 Omega, Flammerion, 2 copies.

Kendrick-Bellamy Co., 16th St. at Stout, Denver, Col.
 The Microscope and Its Revelations, Carpenter, cloth binding.

Mitchell Kennerley, 489 Park Ave., New York
 American Journal of Urology and Sexology, Sept., 1919.

George Kirk, 1894 Charles Road, Cleveland, Ohio
 Beardsley, 1st and 2nd books of 50 Drawings.
 Beddoes, Thomas L., books by.
 Burton, Sir R. F., books by.

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Chivers, Thomas H., books by.
 Clare, John, books by.
 Davidson, John, books by.
 Easton, Alexander, A Practical Treatise on Street or Horsepower Railways, Their Location, Construction and Management.
 Jackson, The Eighteen-Nineties.
 Levy, Amy, any books by.
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 Ross, Robt., Masques and Phases.
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 Wade, Thomas, any books by.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn
 Racinet, Polychromatic Ornament, Eng. text preferred.

Boynton, World's Leading Poets, Holt.
 Hargrave, Some German Women and Their Salons.
 Gible, Passions of French Romantics.
 Hopkins, Women Napoleon Loved, L., B. & Co.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
 Oliver, A. Hamilton, early ed.
 Clews, Fifty Years in Wall Street.

Kroch's Bookstore, 22 N. Michigan Blvd., Chicago
 Du Ponceau's Cochon, Chinese Languages.
 Pride and Prejudice, Hugh Thomson, illus., 1st ed.
 Sense and Sensibilities, Hugh Thomson, illus., 1st ed.

Benson, Child of Dawn.
 Mencken, Damn a Book of Calumny.

Neil Morrow Ladd Book Co., 646 Fulton, Brooklyn
 Harriman, Alaska Expedition, Doubleday, 1904, odd vols. or complete set.

Charles E. Lauriat Co., 385 Washington St., Boston
 Wright's Life of Richard Burton.
 Burton's Pilgrimage to Mecca.
 Sacred Books of the East, vols. 22 and 38, pub. Oxford.

Lalanne on Etching.
 Dickens, Social Reformer.
 Unhappy Friendship, Sherard.
 Unconscious Memory, Butler.
 The Hawks and Owls of U. S. in Relation to Agriculture.

Cruising in Behring Sea, Nedick.
 With Rifle in Five Continents, Nedick.
 Complete Shot, Teasdale-Bucknell.
 Notes on Shooting, Curtis & Harvey.
 Olmet, Geo., The Ironmaster or Lady Clare.
 Lure of Tropics, Randolph Atkins.
 Land and Game Birds of N. E., Wm. Brewster.
 Birds That Hunt, etc., Blanchan.
 Drugs and Medicines of No. America, Lloyd.
 Routledge, Harris, pub. H. M.
 Ovid's Works, 3 vols., trans. by Riley, Bohn Lib.
 Journal of Debates in Convention which Framed the Constitution of U. S., James Madison, 2 vols., Putnam's.

Concordance to the Divine Comedy of Dante, E. A. Fay.

Lay Preacher, Joseph Dennie.
 Heart of Denise, Yeats. Longmans.
 Consul, R. H. Davis. Scribner.
 Karl of Erbach, H. C. Bailey. Longmans.
 Memories of Old Salem, Northend. Moffat.
 United States Commercial and Statistical Register, Hazard, 1839.
 Cape Cod Town Histories.
 Scientific Billiards, Garnier.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
 Fellowship, a collection of letters.
 Madam, Duchess of Orleans, Cartright.
 Trail of the Grand Signior (?).

Lemcke & Buechner, 32 E. 20th St., New York
 Moos, Mortara, or the Pope and His Inquisitors.
 Wahl, Henius, Handy Book for Brewers.

C. F. Lewis, 622 Pike St., Seattle, Wash.
 Apples of New York.
 Shufeldt's Studies of the Human Form.
 Pike, A., Morals and Dogma.

Library Assn. of Portland, Portland, Ore.
 Reade, W. W., African Sketch Book, Smith, 2 vols.

C. F. Liebeck, 859 East 63rd St., Chicago, Ill.
 Sabin's Dictionary, Americana, any parts.
 Little, Brown & Co., 34 Beacon St., Boston, Mass.
 Harvard Classics, 1 complete set, bound in cloth.
 Currita, Countess of Albornoz, Lois Colona, pub. by Little, Brown & Co.

Lord & Taylor Book Shop, 5th Ave. at 38th St., N. Y.
 Jan Hay, Oppressed English, Doubleday, Page.
 De Foe, Moll Flanders, Bohn Library.
 Beerbohm, Works, Scribner.
 Beerbohm, Yet Again. Lane.
 Haggard, Ayesha, the Return of She.

Los Angeles Public Library, Los Angeles, Cal.
 Burns, Wm. J., Masked War.
 Butcher, S. H., Some Aspects of the Greek Genius.
 Dawkins, W. B., Early Man in Britain.
 Sandys, Sir John, Odes of Pindar.
 Sequin, L. G., Country of the Passion Play.

Lowman & Hanford Co., Seattle, Wash.
 Flour, Jakesl.
 Three Germanys, 2 vols., George S. Fay. Pub. by Walker Co., New York. 2 sets.

McClelland & Co., 141 N. High St., Columbus, Ohio
 Log of North Shore Club, Alexander. Putnam.

McClelland & Stewart, Ltd., 215 Victoria St., Toronto, Can.
 Arthur Stringer's Lonely O'Malley, 2 copies.
 Arthur Stringer's The Silver Poppy, 2 copies.

McDevitt-Wilson's, Inc., 30 Church St., New York
 The Revivalist Hymn Book.
 Handasyde's (Emily H. Buchanan), Four Gardens.
 Harper's Dictionary of Classical Literature and Antiquities, H. T. Peck.
 Ovid's Complete Works, in Latin.
 Wells, First Man in the Moon.
 Tyler, Inquiry, Historical and Critical, into the Evidence Against Mary, Queen of Scots.
 Journal of Esther Burr.
 Wells, When the Sleeper Wakes, Harper.
 European War of 1914, Burgess. McClurg.
 Williams, Everyday Science, 11 vols., cloth, pub. Goodhue Co.

Grimshaw, Beatrice, My Lady of the Islands.
 James Rogers of New London and His Descendants, by James Swift Rigers, Boston, 1902.
 Stockton, Closed Shop in American Trade Unions.
 The Prairie Flower, Emerson Bennett, 1849.
 Life of Gen. Custer, Whittiker, Sheldon & Co., 1877.
 McGuffey's School Readers, old series, about 1871, from Primer to Sixth Reader.
 The Greater Joy, Margaret Blake, Dillingham, 1912.
 Dugmore, Bird Homes.
 A. Kerckhoffs, Cryptographie, Paris, 1883.
 Valerio, Cryptographie.
 F. Delastelle, Cryptographie Elementare, Paris, 1902.
 Shakespeare, 40 vol. set, with notes.
 Corkery, Threshold of Quiet, Stokes.
 Herndon, Life of Lincoln, 1st ed., unexpurgated.
 History of Newark, pub. at time celebration took place, 1916.

Macauley Bros., 1268 Library Ave., Detroit, Mich.
 Pipe Smoke Carry, Bert L. Taylor.
 The Baby, a pamphlet, pub. F. F. Volland.

R. H. Macy & Co., Book Dept., Herald Sq., N. Y.
 Honor of His Home, pub. Donohue.
 Girl at Central, Bonner. Appleton.

Madison Book Store, 61 E. 59th St., New York
 Frank Forester, Fish and Fishing, 1851.
 Any books illustrated by Abbey.
 Frank Harris, Women of Shakespeare.
 Gray's Anatomy, and eds.
 Heilprin, Mt. Pelee and the Tragedy of Martinique.

Joseph A. Margolis, 17 E. 28th St., New York
 Burgess, Political Science.
 Smith, Sidney, Complete Essays.
 Lubbock, Flowers, Fruits and Leaves.
 Story, Commentary on the Constitution.
 White, Conflict of Religion and Science.

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Little Songs for Little Singers, pub. 1865, Hard & Houghton.

Other books of similar character.

Methodist Book Concern, 581 Boylston St., Boston
The Melting Pot, 4 act drama, Israel Zangwill.

Meulenhoff & Co., Booksellers, Amsterdam, Holland
United States Catalog.

Miller & Paine, Lincoln, Nebraska
Swallow, Haggard, Longmans.

Wm. H. Miner Co., 3518 Franklin Ave., St. Louis
Terry, T. B., Our Farming, 1891.
Pract. Farmer.

Kelly, Life of Walter Reed.
Hayden, Pioneers of the Western Reserve.

E. V. Mitchell, 27 Lewis St., Hartford, Conn.
Old Sea Wings Ways and Words in the Days of
Oak and Hemp, Leslie.

Our Inheritance in Pyramids, Smythe.

Miracle in Stone, Leiss.

Barbary Sheep, Hichens.

Dodo's Daughter, Benson.

Dodo, Benson, 2 copies.

Christ Legends, Lagerlof, Holt.

Marriage of William Ashe Ward, Macmillan.

Life of Kate Greenway, Spielman and Layard, Putnam.
Journal to Stella, Dean Swift. R. S.
Apostles, Renan. Little, Brown & Co.
Century Dictionary of Names, last ed.

S. Spencer Moore Co., Charleston, W. Va.
Damon and Pythias.

Moroney, Third St., Cincinnati, Ohio

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Grote's History of Greece.

Catholic and Jewish Encyclopedias.

Morris Book Shop, 24 N. Wabash Ave., Chicago

Stanley, Thru the Dark Continent.

Stanley, Coomasi and Magdala.

Chambers, Book of Days.

Saltus, Poms of Satan.

Saltus, Vanity Square.

Saltus, Perfume of Eros.

Saltus, Transaction in Hearts.

Saltus, Imperial Purple.

H. C. Murray Co., 699 Main St., Willimantic, Conn.

Historic Ghosts and Ghost Hunters, Bruce.

Mark Twain, set.

Newbegin's, San Francisco, Cal.

Armstrong, Introduction to the Study of Organic

Chemistry, London, 1886.

Eder, Modern Dry Plate Emulsion Photography.

Shorthouse, John Ingelsant.

Harbottle and Hume, Dictionary of Spanish Quotations.

Testament of the Twelve Patriarchs, R. H. Charles.
Macmillan.

New-Church Press, 108 Clark Street, Brooklyn, N. Y.

Substance and Shadow, Henry James; state price
and condition.

New Jersey Zinc Co., 160 Front St., New York

Rayleigh, Theory of Sound.

Chemical Abstracts, vol. 1, nos. 2, 3, 12, 13, 14, 15.

Norman, Remington, Charles at Mulberry, Baltimore

Reed, North American Bird Eggs, D., P.

Norman, Remington Co.—Continued

Colegrove, Memory, an Inductive Study, Holt.

Bain, Tobacco in Song and Story.

Monzert, Practical Distiller.

Morton, Modern Yeasting and Distillation.

Bryn, The Comp. Pract. Distiller.

McKennie, Treatise on the Mfg. and Distillation of

Alcoholic Liquors.

Ernest Dressel North, 4 East 39th St., New York

Adams, History of U. S., 9 vols.

Bartram, Travels.

Books on Oregon.

Brady, Young Sailor's Assistant, 1841.

Butler, The Way of All Flesh, first ed.

Cabell, Any Titles.

Caxton, Golden Legend, Dent.

Chapman, All About Ships.

Conrad, Autographed copies.

Dana, Seaman's Friend, 1870.

Dickens, A Strange Gentleman, 1837.

Fitch, Modern English Books of Power.

Forester, Warwick Woodlands, first ed.

Forester, My Shooting Box.

Fouillée, Education from National Standpoint.

Gilder, Grover Cleveland.

Gower, A Treatise on the Theory and Practice of
Seamanship, 1800.

Hale, Six Stories and an Interlude.

Higginson, Concerning All of Us, first ed.

Howells, The Rise of Silas Lapham, Boston, 1885.

Hunt, Men, Women, and Books, 1847, 2 vols.

Irving, The Alhambra, 1832.

Irving, Knickerbocker's History of N. Y., 1809.

Irving, The Sketch Book, 1832.

James, What Mazie Knew, first ed.

Laing, Modern Science and Modern Thought.

Lever, Sheet Anchor, English edition.

Lincoln, Works, Gettysburg edition.

March, Webster and his Contemporaries.

Marshall, Silhouette by Browne.

Masefield, Reynard the Fox, first ed.

Masters in Art Series, 9 vols.

Maury, Life, by Corbin.

Munkittrick, The Acrobatic Muse.

Murray, Handbook of Spain, edited by Ford.

Nimrod, Life of a Sportsman, Appleton ed.

Osler, An Alabama Student, etc.

Paasch, From Keel to Truck, 1885.

Poe, The Raven, 1845.

Roosevelt, Wilderness Hunter, L. P., and other first
editions.

Shakespeare, Sonnets, Copeland & Day.

Smith, Correspondence of Linnaeus, etc.

Stedman, Victorian Poets, 1875.

Sterne, Tristram Shandy, 2 vols., Mac.

Surtees, Sponges Sporting Tour, 8vo.

Waldstein, The Subconscious Self.

Washington, 100th Celebration of.

Wendell, Literary History of America, first ed.

Wendell, Man of Galilee.

Whitman, Burrough's "Whitman."

Whitman, Leaves of Grass, first and second ed.

Whitman, Memoranda During the War, first ed.,
Newark.

Wilde, Ballad of Reading Goal, first ed.

Youmans, Pioneers of Science in America.

Occult Bookshelf, 955 Eighth St., San Diego, Cal.

Barett's Magus or Celestial Intelligencer, 1801.

Worsdale's Celestial Philosophy and Doctrine of
Nativities.

Zadkiel's Ephemerides, single years or bound vols.
Astrological Optics, Venice, Johann Reg & Johannes
Angelicus.

Astrology Improved, a Compendium of the Whole
Art, etc., London, 1655.

Chas. A. O'Connor, 21 Spruce St., New York

Americana.

Genealogy.

Ireland and the Irish.

Ohio State University Library, Columbus, Ohio

Shakespeare, Booklover's ed., 20 vols., set.

Old Colony Book Store, 406-15th St., Denver, Colo

Sam Loyd and His Chess Problems.

Money, by James.

Confessions of a Young Man.

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Lure of the Tropics, Collection of Poems, Randolph
Atkins.

Cook's Life of Florence Nightingale, 2 vols.

The Queen City Book Co., 43 Court St., Buffalo,
N. Y.

Pictorial Half Hours with the Saints.
Sacred and Legendary Art, A. B. Jameson.
The Victims of the Mamertine, 2nd Series, O'Reilly.
Rider Haggard's Allan and the Holy Flower.
Ellisa & Black Hart, Heart of the World, Wizard.
Montezuma's Daughter, People of the Mist.

Oxford University Press, 35 W. 32nd St., New York
Frank Harris, Contemporary Portraits, 1st series.
Leigh Hunt's Poems, 2 vols., 1857.
Bibliography of Henry James, LeRoy Phillips.

Pearlman's Bookshop, 933 G St., N. W., Washington
Journal of American Society of Naval Engineers,
Feb., 1916, and May, 1918, issues.

Mattingly, Outlines of Ancient History.
Scott, Scenes Beyond the Grave.
Bates, Escape and Suicide of John Wilkes Booth.
Hubbard, Journeys Great Men, new preferred.
Shoe and Leather Reporter Annual for 1917.
Coates, Samuel, Life of Steven Girard.
Opinions Attorney General, first 20 vols.
Reports Court of Claims, first 20 vols.
Hall, Mexican Mining Law.
Halleck, Mexican Mining Law.
Gamboa, Spanish and Mexican Mining Law.
Chism, Manual Mexican Mining Law.
Jackson, History (or Chronicles) of Georgetown,
D. C.
Rosegger, God Seeker; also other titles.

Pettibone, McLean Co., Dayton, Ohio
Making a Business Woman, 2 copies.

N. A. Phemister Co., 42 Broadway, New York
Payne, The Child in Human Progress.

Pilgrim Press, 14 Beacon St., Boston
The Christian Minister and His Duties, Oswell
Dikes.

St. Augustine and His Age, McCabe.
Background of the Gospels, Fairweather.
Religion and Worship in the Synagogue, Osterley.
Higher Ministries of Recent English Poetry, Gun-
saulus.

Peloubet's Suggestive Illustrations, any vols.
Peloubet's Commentary on Matthew.

Platonist Press, Box 42, Alpine, N. I.
Expositor's Dictionary of Texts, also Children's.

Powner's Book Store, 37 N. Clark St., Chicago
Joline, Rambles in Autograph Land.
Wharton P. Hood, On Bone Setting.
Paul Dubois, Contemporary Ireland, 1908, Baker.

C. S. Pratt, 16r Sixth Ave., New York. (Cash)
British Draught Player.
Gould, Problems and Games of Draughts.
Mitchel & McGeegan, History of Ireland.
Lang, A., Mystery of Mary Stuart.

Presbyterian Board of Pub., 278 Post St., San
Francisco, Cal.

Mariella of Out West, Higginson.
Jerusalem, George Adam Smith.
Lander, English Men of Letters Series, Macmillan.

Presbyterian Book Store, Sixth Ave. and Wood St.,
Pittsburgh, Pa.

Afterwards, Maclaren, John Watson.

Preston & Rounds, 98 Westminster, Providence, R. I.
Bell's Art Talks with Ranger.
Richard Folger Coffin, Old Sailors' Yarns.

Princeton University Library, Princeton, N. J.
Pfeiderer, O., Development of Rational Theology in
Germany and Great Britain Since Kant, Macmillan.
Fleschmann, A. C., Metaphysics of Education, 1914.
Crees, J. H. E., George Meredith, a study, 1918.

Princeton Univ. Lib.—Continued

Taine, H. A., Philosophy of Art, trans. by Durand,
Holt, 2 vols.

Stork, T. B., Will in Ethics, 1915.

Slosson, R. W., Fated or Free? Dialogue on Des-
tiny, 1914.

Kellner, Leon, American Literature, trans. from
the German, 1915.

Burton, F. R., American Primitive Music, 1909.

Publication Book Store, 427 Sixteenth St., Denver
Shakespeare, Furnace ed., Merchant of Venice.

Putnams, 2 W. 45th St., New York

Jefferson, Bible.

Tomlinson, Old Junk, numbered ed.

Lyell, Travels in North America.

Chinese Mother Goose Rhymes.

Alexander, Log of the North Shore Club.

Breck, Way of the Woods.

Garland, Hindu Mind Training.

Steel, Prince of Dreamers.

Ferris, Campaign of 1914 in France and Belgium.

Clay, Syndicalism and Labor.

Giddings, Introduction to Sociology.

Triden, The New Unionism.

Seize, Church and Labor.

Mitchell, Organized Labor.

Morrow, Social Diseases and Marriage.

Nearing, Social Sanity.

Nearing, Germs of War; Great Madness; Menace

of Militarism.

Brooks, American Syndicalism.

Reeve, Cost of Competition.

Commons, Races and Immigrants in America.

Halsey, Blue China Staffordshire.

Radical Book Shop, 867 N. Clark St., Chicago

Truth About Women, Hartley, Gallichan.

Courtship of Animals, Pycraft.

Play of Animals, Groos.

American Labor Movement, Ely.

Hist. of Socialism in the U. S., Hillquit.

Insect Stories, Kellogg.

History of Ancient Pharmacy, Netter and Peters.

Paris and Social Revolution, Sanborn.

Raymer's Old Book Store, Seattle, Wash.

Better World Philosophy, Moore.

Peter Reilly, 133 N. Thirteenth St., Philadelphia

St. John Chrsostroon, Oxford Fathers.

Fleming H. Revell Co., 17 N. Wabash Ave., Chicago

A. J. Gordon's Ministry of Healing, pub. Revell.

Fleming H. Revell Co., 158 Fifth Ave., New York

Worship in the Sunday School, Hugh Hartshorne.

Geo. H. Rigby, 1208 Locust St., Philadelphia, Pa.

Audubon Birds, 8 vol. ed.

Wilson's Birds, original ed.

Neale's English Homesteads.

Costume, books of

Savvan, the Seine, good copy.

Riker's Book Store, 302 Eighth St., Des Moines, Iowa

Natl. Geographic Magazine, March, 1920.

John LaFarge, Reminiscences of the South Seas.

Bronson, In Closed Territory.

Loti, Marriage of Loti, translation.

E. R. Robinson, 410 River St., Troy, N. Y.

Wilson, B., Through Silence to Realization.

Highways and Byways to Health.

Broughton, R., Cometh Up as a Flower.

White, Georgia Collections.

Campbell, History of Virginia.

Draper, Heroes of King's Mountain.

Ross, Theory of Pure Design.

Heilprin, A., Mt. Pelee and the Tragedy of Mar-
tinique.

Williamson, Guest of Hercules.

The War in Florida, by a Staff Officer.

Stubbs, Dean, In a Minister's Garden.

Wentworth, P., A Marriage Under the Terror.

Scott, L., To Him That Hath.

Gardinier, R., World and the Woman.

Radcliffe, Capt. C. R. E., Big Game Shooting in
Alaska.

Reed, C. A., The Bird Book.

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 Warner's Library of the World's Best Literature, unused copy.
 Bender's Manual for County and Town Officers, 1920 ed.
 Benson, E. F., Freaks of Mayfair.
 Stevens, J., Insurrection.
 Smith, L. P., Trivia.
 Memoirs of Eugenie de Guerin.
 Louise Becke, Stories of the South Seas.
 Tomlinson, H. M., Old Junk.
 Tomlinson, H. M., The Sea and the Jungle.
 Minor, C. L. C., The Real Lincoln.
 Dean, H. C., Crimes of the Civil War.
 Herndon and Weik, History of Abraham Lincoln, 3 vols., 1889.
 Stiles, History of Brooklyn, N. Y., 3 vols.
 The Revised Greek-English New Testament.
 Lawrence, The Rainbow.
 Eliot, C., Landscape Architect, 1903.
 Byrne, O., Equations.
 Garvin, J. W., Canadian Poets and Poetry.
 Town's Fourth Reader.
 English Translation of Mirifici Logarithmorum.
 Complete set of John Napier's Works.
 Hexaglot Bible, vol. 1 only.
 Genealogy of the Richard Montague Family.
 Surtees, Jorrocks Jaunts and Jollities, colored illus.
 Surtees, Handley Cross, colored illus.
 Coues, Key of North American Birds.
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 Muybridge, E., Animal Locomotion.
 Wakefield, J. A., History of the Black Hawk War.
 Hooper, W. E., Railroad Accounting.
 Ouida, Princess Napraxine.
 Ouida, Strathmore.
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 Dunbar, Lady, Chow Chow.
 Belden, The White Chief.

Rosenbach Company, 1302 Walnut St., Philadelphia
 Salaman, Modern Woodcuts and Lithographs, The Studio, London.
 Hunter's Stiegel Glass.

Ruebush-Elkins Company, Dayton, Virginia
 Brown, Genesis of the U. S.
 Byrd's Westover Papers.
 Polk, Some Colonial Families of Virginia.
 Kiefer, J. Warren, Slavery and Four Years of War.
 Taylor, Destruction and Reconstruction.
 Wilson, D. L., The Ku Klux Klan.

Schulte's Book Store, 80 Fourth Ave., New York
 Brown, Authentic History of the Second War, vol. 2.
 Sacred Books of the East, vols. 32, 33, 46.
 De Groot, Religion in China.
 MacDonald, Development of Muslim Theology, Jurisprudence, etc.
 Rudd, Chinese Moral Sentiments Before Confucius.
 Terry, Bible and Other Scriptures.
 Carter, Zoroastrianism and Judaism.
 Islam and Christianity.
 Biblical Illustrator, set or odd vols.

Scrantom, Wetmore & Co., Rochester, N. Y.
 Ravenel, Charleston and Its People, etc.
 Charles Scribner's Sons, 5th Ave. at 48th St., N. Y.
 Bailey, Horticulture, 6 vols., cloth, Macmillan.
 Bone, The Brassboulder.
 Browning and Turgenieff, Two Masters, Sherman, French.
 Donaldson, The Growth of the Brain.
 Emanuel, The Antique Greek Dance, Lane.
 Ferguson, Indian Architecture, Dodd, Mead.
 Gardner, History of Sacrament in Relation to Thought and Progress.
 Hutton, E., Naples and Southern Italy, Macmillan.
 Hutton, E., Sienna and Southern Tuscany, Macmillan.
 Lewes, On Actors and the Art of Acting, Brentano's.
 Merritt, Moon Pool.
 Moreau-Vauthier, Technique of Painting, Putnam.
 Paine, R. D., Book of Buried Treasure.
 Patten, C. B., Methods and Machinery of Practical Banking, Bankers' Pub. Co.

Charles Scribner's Sons—Continued

Pier, Pottery of Near East.
 Roberston, M., Masters of Men, Doubleday.
 Roosevelt and Others, American Waterways, Phila., 1908.
 Sterrett, The Power of Thought.
 Strickland, A., Tales from English History.
 Andrews, W. L., An English XIX. Century Sportsman and Bibliophile, Dodd, Mead, 1906.
 Arnold, Song Celestial.
 Brooke, S. A., Four Victorian Poets, Putnam.
 Brownell, W. C., French Art, large illus. ed. Scribner.
 Burgess, Political Science and Comparative Constitutional Law, 2 vols. Ginn. Latest ed.
 Butler, Dante, His Time and Work, Macmillan.
 Cameron, Comedies in Miniature, Doubleday.
 Church, Dante, Macmillan.
 Crane, Cinderella's Picture Book, Lane.
 De Soto, Journey of De Soto, Barnes, 1904. Train-maker's Series.
 Du Cane, Flowers and Gardens of Madeira, London, Black.
 Figgis, J. N., Studies of Political Thought from Gerson to Grotius, Putnam.
 Gissing, Our Friend the Charlatan, Holt.
 Harker, His First Leave.
 Harris, F., Choice of Books, containing Essay on St. Bernard.
 Jackson, Goldsmiths and Their Marks.
 Jekyll, Old West Surrey, Longman.
 Lewis, M., Ethics of Wagner's Ring of the Nibelungs, Putnam.
 London, White Fang, illus. by Schoonover, Macmillan.
 Masters, E. L., Spoon River Anthology, 1st ed.
 McNab, J., The Clan Mac Nab, Edinburgh, 1907.
 Millais, Mammals of Great Britain and Ireland.
 Palmer, English Lakes, London, Black.
 Pillsbury, Figures Framed in Fiction, Rand.
 Poole, R. L., Illustrations of History of Mediaeval Political Thought.
 Poore, Pictorial Composition.
 Reynolds, Man Who Won, Brentano's.
 Scott, Texts of the Peace Conference at the Hague, 1899-1909, with English Translation and Appendix of Related Documents, latest ed. Ginn.
 Service Book Holy Orthodox Catholic Apostolic (Grecio-Russian Church) trans. Hapgood, Houghton Mifflin.
 Snell, Handbook to Works of Dante, Macmillan.
 Taft, Present Day Problems. A Collection of Addresses, latest ed. Dodd.
 Taft, Presidential Addresses and State Papers, vol. 2 only, Doubleday.
 Waller, English for Italians, Brentano.
 Weitenkampf, American Graphic Art, Holt.
 White, First Hague Conference, latest ed.
 Anonymous, Gilbert K. Chesterton, A Criticism, Lane.
 Bible Text Encyclopaedia.
 Crane, Stephen, Blue Hotel, or volume containing.
 Dickens, Barnaby Rudge, 2 vols., cloth, Gadshill ed. only.
 Dickens, David Copperfield, cloth, Gadshill ed. only.
 Dickens, Life, by Forster, cloth, Gadshill ed. only.
 Dickens, Oliver Twist, cloth, Gadshill ed. only.
 Koralesky, S., Biography and Autobiography of Sonia Koralesky.
 Malquoid, Age of Oak, Putnam, cloth.
 Mainon, Autobiography of Salomon Mainon, Tr. by J. C. Murray.
 Mulford, Bar 20.
 Mulford, Bar 20 Days.
 Mulford, The Coming of Cassidy.
 Mulford, Hopalong Cassidy.
 Mulford, The Man from Bar 20.
 Proctor, The Great Pyramid, Longmans.
 Ross, Aubrey Beardsley.
 Wells, W. D., Explorations and Adventures in Honduras, Harper, 1857.

Scruggs-Vandervoort-Barney, Olive St., St. Louis
 Progressive Arithmetic, Book 3, W. F. Nichols.
Seattle Public Library, Seattle, Washington
 Ball, Art of the Photoplay.
 Besant, Rebel Queen.
 Blowitz, Memoirs.
 Churchill, Anecdotes of the Hour.
 Egan, Ghost in Hamlet.

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 Noyes, Poet's Anthology of Poems.
 Gross, Criminal Investigation.
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 Lowell, Tendencies in Modern American Poetry.
 Nicolay and Hay, Abraham Lincoln, 10 vols.
 Thomas, Gardening for Amateurs.
 Winter, Gray Days and Gold.

Charles Sessler, 1314 Walnut St., Philadelphia

Lincoln Works, pub. by Putnam.
 Herndon's Lincoln.
 First editions of Cabell.
 India Guide Book, Murray England.
 The House of de Mailly, by Potter.
 Britannica, 11th edition, India paper.
 History of United States, Adams.
 Walt Whitman, by Burroughs, 1867.
 Leaves of Grass, second edition.

Hobart J. Shanley & Co., Inc., Burlington, Vermont
 Quaint Epitaths, by Stafford, pub. by Dewolf.

Frank Shay, 4 Christopher St., New York

Lawrence, D. H., Look We Have Come Through, 1st.
 Lawrence, D. H., The White Peacock, 1st.
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 Jung, Analytical Psychology, last edition.
 Grieg, Philosophy of Art.
 Viardot, Italian Painting.
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 Strindberg, Historical Miniatures.
 Greene, Charles Chauncy, The Nubian Slave, pub. in N. Y. in the fifties, folio.
 Privilege, Constable.

S. D. Siler, 930 Canal Street, New Orleans
 American Inland Waterways, Herbert Quick.
 London in Literature, pub. by Dutton.
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 London Art Journals, Virtue & Co., 1882 to 1913 also 1911, 1912, 1913.
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 McClure's Magazine for August, 1907.

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 Report on the Sanitary Conditions of New York
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 1865.

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 Story of an Impressionist or Lost Impressionists,
 pub. in 1913, author Van Gogh, pub. by Houghton
 Mifflin.

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Books on Chow Dogs.

Woodward & Lothrop, Book Dept., Washington, D.C.

Peccavi, by E. W. Hornung.
 Hand Book of Egyptian Religion, by Adolf Erman,
 Constable & Company, 1907.
 Parabolic Teaching of Christ, by Miner, Badger
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 The Nation for Nov. 10, 1920; Dec. 22, 1920.

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 The Book Lover, nos. 1 to 22 inc.
 The Bibliographer, Paul Leicester Ford Editor,
 1902, 9 numbers, all published.
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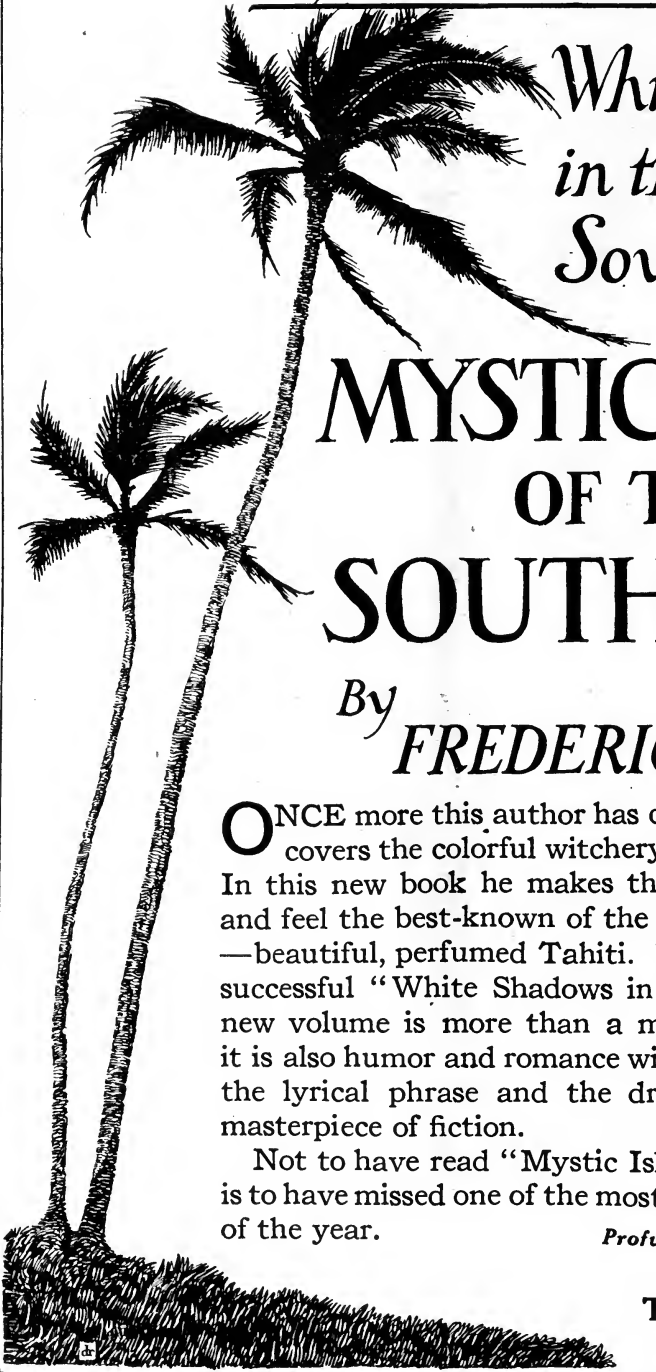
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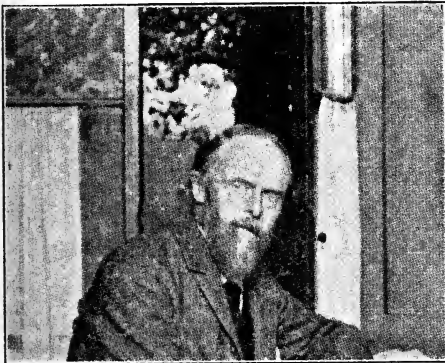
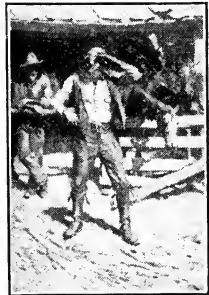
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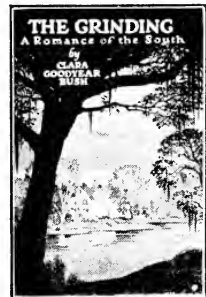
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Among the Authors

EDWIN ARLINGTON ROBINSON, whose "Avon's Harvest" is reviewed elsewhere, is ranked among the first of our American poets. His home is in Brooklyn, where he makes a business of writing poetry.



EDWIN ARLINGTON ROBINSON
AUTHOR OF "AVON'S HARVEST"
Macmillan Company

HAL G. EVARTS, author of "The Yellow Horde" (Little, Brown), is a native of Kansas. His knowledge of wild animals which he puts into his books is first hand as he has been a guide, hunter and trapper as well as a raiser of mink, skunks, red and silver foxes in captivity.

STILL IN his thirties, tho one of the moderns whose "work is of very real importance and not to be missed by any student of the English novel," according to Hugh Walpole, is Francis Brett Young, son of a country doctor and himself a doctor. Altho he rebelled against the profession at first he believes now that "There is nothing which so fits a man of letters to wrestle with the mind of man as an intimate acquaintance with the body." Mr. Young's latest book, "The Tragic Bride" (Dutton), which succeeds his penetrating interpretation, "The Young Physician," is reviewed elsewhere.

THE LEADING littérateurs of France are heading a movement to erect a statue to Alan Seeger.

ENID BAGNOLD, author of "The Happy Foreigner" (Century), is an English woman who recently visited America for the first time with her husband, Lord Robert Jones. Like the heroine of her novel she had a considerable term of motor service in France.

ROY CHAPMAN ANDREWS, author of "Across Mongolian Plains" (Appleton) sailed recently for the Orient as leader of the Third Asiatic Expedition sent out by the American Museum of Natural History. The main object of this expedition is the discovery of the origins of the human race.

CORRA HARRIS, whose "My Son" is reviewed elsewhere, lives in Rydall, Georgia. Her late husband was a circuit-rider, an itinerant Methodist preacher, and she has taken a great deal of the material of her books from life. Her personality is a very striking one, pleasantly striking, and she is known thruout the South for her wit.

SINCE THE announcement was made, directly after the induction of Edwin Denby as Secretary of the Navy, that "Henry G. Aikman," author of "Zell," that popular novel, was once Mr. Denby's secretary, amateur literary sleuths have been spurred to renewed activity in an effort to ascertain the identity of the author. They have attempted to identify him as a member of a Detroit firm of lawyers, but the only statement "Mr. Aikman" makes is that the material for "Zell" was gathered in the trial practice of divorce cases.

OPPRESSED BY the drabness of life in a Glasgow bank, Robert W. Service at twenty-one kicked over the traces and after a steerage passage landed at Vancouver with five dollars in his pockets. Then followed all sorts of jobs from shoveling in tunnels to school teaching and reporting. Tired at last of having no settled occupation, he went back to banking, but a stroke of luck changed his whole destiny: he was sent to the Yukon by his bank and there remained eight years. It was then that he began to put into verse some of his impressions of the virile life around him, and "Songs of a Sourdough" saw the light. Mr. Service's latest book, "Ballads of a Bohemian" (Barse and Hopkins), is a product of his after-the-war experience as a resident of France.

"Has the stage, the so-called artistic temperament, or the advanced feminism of this sex and shekel cycle ever yet given to any man a wife—to any child a mother—to either husband or child a home? Are the exceptions so rare that they only emphasize the rule?"

SIR PHILIP GIBBS

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THE BOOK REVIEW

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GRACE ISABEL COLBRON ELIZABETH PORTER WYCKOFF FREMONT RIDER
ALGERNON TASSIN MARY KATHARINE REELY DORIS WEBB WEBSTER

REVIEWERS

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Book Chat of the Month



GEORGE WATCHED SYLVIA LIFT HER RIDING CROP, HER FACE DISCLOSING A TEMPER TO MATCH HIS OWN
FROM "THE GUARDED HEIGHTS" BY WADSWORTH CAMP
Doubleday, Page & Company

"THE GUARDED HEIGHTS" (Doubleday), Wadsworth Camp's latest novel, is a departure from his mystery stories in which Garth, the young detective has become so well known. The new book is a drama of American life, the winning of the "guarded heights" by a hero whose vocabulary holds no such word as obstacle.

THE LONG expected Lord Bryce's "Modern Democracies" of which an advance review appeared in our March issue is now ready (Macmillan). Just before the war, Lord Bryce visited the most important countries in the world run by democratic institutions. He concluded his travels in July, 1914, and his book presents a general view of both earlier and later types of democracy.

E. PHILLIPS OPPENHEIM has written seventy novels and one successful play.

THE LATEST work of J. D. Beresford, the creator of the Jacob Stahl trilogy, is "Revolution" (Putnam), a story of a great general strike which paralyzes the industry and life of a nation.

FRANK SWINNERTON tells us that "They Went" (Dodd, Mead) by Norman Douglas was one of the extraordinary books of the year in England.

MARY CAROLYN DAVIES, hitherto known by her verse which has been assembled in several collections, has written her first novel, "The Husband Test" (Penn).

ALFRED NOYES' play, "Sherwood," has been successfully produced in over seventy institutions, including high schools, colleges and women's clubs. It is now issued in a new edition suitable for a text for study in English literature classes and arranged for acting with directions for production including staging and suggestions for interpretation (Stokes).



FROM "THE TRYST"
BY GRACE LIVINGSTON HILL
J. B. Lippincott Company

GRACE LIVINGSTON HILL'S novels have been "best sellers" since "Marcia Schuyler," published fourteen years ago. Perhaps one reason for their popularity is that they are read by all members of the family. Mrs. Hill has a novel method of working. She does most of her composing on a typewriter in a dark room. She finds her recreation in paddling on a quiet river near her suburban home. Mrs. Hill devotes much of her leisure to Christian service, particularly in connection with the Christian Endeavor Society. Her latest and longest story, "The Tryst" (Lippincott), is in her usual vein. It tells of John Preeves and of his divine tryst; of how in seeking after God he finds Patty Merrill, and helps to clear up the mystery surrounding her life as well as the mystery of a death.

PHILIP GIBBS has recently returned to England after his lecture tour. His latest book is a novel of the stage and home, "Beauty and Nick" (Devin-Adair).

ONE OF the most vital and vigorous of the younger English novelists is Sheila Kaye-Smith whose "Tamarisk Town" of last year was favorably received on both sides of the Atlantic. Her "Green Apple Harvest" (Dutton), another tale of the Sussex downs, appears this month.

WHAT WILL doubtless prove to be another of her many "best sellers" is Ethel M. Dell's latest book, "Rosa Mundi and Other Stories" (Putnam). A flaming red heart on the jacket heralds the six short but complete novels of passion and adventure: "A Debt of Honor," "The Deliverer," "The Prey of the Dragon," "The Secret Service Man," "The Penalty," and the title story.

IF YOUR memory takes you back to the period when the "colyumists" were getting copy out of President Wilson's reading matter, you will recall to what extent J. S. Fletcher's "The Middle Temple Murder" figured in the papers. Mr. Fletcher's new mystery story, "The Chestermarke Instinct" (Knopf) deals with the extraordinary disappearance of the manager of a country bank and with the queer personalities which are woven into the general tangle.

THERE WAS a flutter of excitement in the literary and scholarly world when it became known that Lytton Strachey, author of those unconventional portraits "Eminent Victorians," had taken an apartment in London overlooking the Albert Memorial and had chosen "Queen Victoria" as the subject and title of his new book (Harcourt). The book is a study not only of a woman who had a private life of her own amidst all her public affairs, but of the era to which she has given her name.

DURING THE WAR, the Committee on the War and the Religious Outlook was appointed to consider the state of religion with special reference to the duty and opportunity of the churches. As the Committee proceeded with its work, it published the results of its investigations from time to time. The latest of these, "The Church and Industrial Reconstruction" and "Christian Unity, Its Principles and Possibilities" have been issued by The Association Press. The former approaches the industrial problem from the point of view of the Christian Gospel. The latter studies the problem of church unity in the present and the future.

OF INTEREST to Bible students is Elihu Grant's "The People of Palestine" (Lippincott). Uniform with his "The Orient in Bible Times" it presents with it a panorama of Bible lands and people.

READERS of the self-revealing preface of Conrad's "A Nigger of the Narcissus" will know what to expect in "Joseph Conrad: Notes on Life and Letters" (Doubleday), which gives the reflex of Conrad's mind to the problems and personalities about him. The notes on life comment on the events of the last generation. A touch of autobiographical interest is given in the pages devoted to the status of his native Poland, present and past.

CATHERINE, PRINCESS RADZIWIŁŁ, the niece of Balzac's wife, the wonderful Etrangère, whom he married after seventeen years of romantic affection, was brought up in the little house of the rue Fortunées, afterward the rue Balzac, where the Balzacs lived during their short married life. In her introduction to "Women in the Life of Balzac" (Holt) by Juanita Helm Floyd, she says she was surprised to find in this book "the best description that has ever been given to us of this particular phase of Balzac's life, his friendships with the many distinguished women who played a part in his busy existence."

PRESENT DAY problems are presented from the preacher's view-point by John W. Langdale, in "Citizenship and Moral Reform"

(Abingdon), studies in the rôle of the minister as Christian citizen and moral leader.

MAXWELL STRUTHERS BURT, Mrs. Frances Newbold Noyes Hart, and Esther Forbes, all young writers of university training, won places of distinction in the collection of O. Henry Memorial Prize stories, 1920 (Doubleday). Mr. Burt, winner of the first prize for "Each in His Own Generation" studied at Princeton and Oxford. Mrs. Hart won the second prize with "Contact," her first published work. Miss Forbes' "Break Neck Hill" was highly commended. The awards were conferred by the Society of Arts and Sciences of New York.

THERE ARE only five men in the world who know what the "Big Four" thought and did at the Peace Conference. André Tardieu, the eminent French statesman, former High Commissioner to the United States, plenipotentiary at the Peace Conference and Clemenceau's right-hand man, is one of them. He tells in intimate detail in his "The Truth About the Treaty" (Bobbs-Merrill) what happened at the Conference. The discussion of the relationships of France and the United States is of special interest to Americans.

CHARLES HANSON TOWNE, author of "The Bad Man" (Putnam) recently started on a trans-continental lecture tour. He is lecturing on "The Poetry of Great Cities" and reading from his own poetical works.



RIVER AUJA NORTH OF JAFFA
"FROM THE PEOPLE OF PALESTINE" BY ELIHU GRANT
J. B. Lippincott Company

Edith Wharton: A Brief Study

By Hildegard Hawthorne

AT her best—and her best is "Ethan Frome"—Edith Wharton has genius. Perhaps she is destined never again to reach the height she touched in that remarkable book, in which there is not a gesture to spare, a word too much, yet which holds a great human story, without one essential missing. The effect left on the mind by this grim tragedy is like to that produced by a naked, rock-bound headland, swept by fire, stark, grey, held now in the dark clutch of December, seen thru the clear, hard atmosphere in all its harsh beauty. No one who has read it will forget it, and to read it is to read the very life of a human soul.

"Ethan Frome" was published in 1911, when Mrs. Wharton had been writing for a number of years, and when she had attained to the full mastery of her style. Yet she was never an amateur; there is nothing fumbling nor immature to any of her work. Frankly, she modeled her style on that of Henry James, and if she has not been able to attain the finest subtleties of that artist, at least she has escaped his obscurities. She does not love people as he loved them, and her books have not the warm and pitiful glow his knew; but she has an equal passion for the English language, an equal respect for intellect.

Mrs. Wharton has ranged widely in her literary work. She has written several volumes of short stories, including "The Greater Inclination,"¹ "The Descent of Man and Other Stories,"² "Tales of Men and Ghosts,"³ "Crucial Instances."⁴ She has written vivid impressions of travel in various parts of the world, she has written moving sketches of France at war—and here indeed she found the means to touch the heart of her readers—and she has written novels, a half dozen or more. It was "The House of Mirth,"⁵ a merciless study of a woman selling herself for social position and money, that made her fame, or at least that spread the boundaries of that fame wide. Mrs. Wharton struck a more popular note in that book than she is given to striking. It is probably the best read of her novels, but it cannot stand beside "Summer"⁶ or "The Reef,"⁷ as an artistic achievement. "Summer," which, like her masterpiece, "Ethan Frome," is a New England study, deserves the thanks of all Americans who want to see our literature reach the fine measure of the world's best work.

"The Reef" is concerned with far more sophisticated persons, with a background of

London and Paris. The two women and the man who stands between them are drawn with the utmost cleverness, with that cutting sort of insight into motives and character that makes one of Mrs. Wharton's strongest possessions as a writer. She has an extraordinary power of putting the faintest gradations of a mood into words, the motives underlying fluctuations of purpose and action. She is always observing life, measuring it, transmuting it into the form of fiction without losing its actuality because of ability to measure and to observe.

No study of this writer would be at all balanced that left out mention of her work in France, at least of the expression of that contact with war and war's suffering which found form in the two little books, "The Marne"⁸ and "French Ways and Their Meaning."⁹ The first is a story with an American lad for hero, a young man who loves France. In the brief course of the tale Mrs. Wharton manages to convey something of the long agony France suffered, to indicate her heroic gesture, to set up before all eyes the magnificence of those two great victories of the Maine that set a bourne to the advance of the barbarian and saved France. She shows, too, the splendor of the American action and the devoted courage of her sons. It is a book to be read at a single sitting, for it has the quality of a chant. The other volume is a group of essays, of impressions, with an intimate, delightful charm, impressions that seek to interpret the French soul and spirit, to reveal a great people thru the study of certain leading characteristics common to the race.

It is impossible to give more than an outline of Mrs. Wharton's work in an article of this length. Her book of poems, her many travel sketches, most of her novels, are not even mentioned here. The latest of these, "The Age of Innocence,"¹⁰ a picture of New York a generation ago, has been criticized so widely and so favorably that there is little need to draw attention to its brilliant recreation of a period gone forever, yet one that has left its traces on our national life. The group of people who meet in the story are painted with Mrs. Wharton's most consummate art, there is a ripeness to the whole thing that is like a savor to the taste. She reveals here once again her power to identify herself with her characters and her period, a power that is the mark of the true novelist.

¹ Scribner. ² Scribner; Grosset. ³ Appleton.

Distinctive New Novels

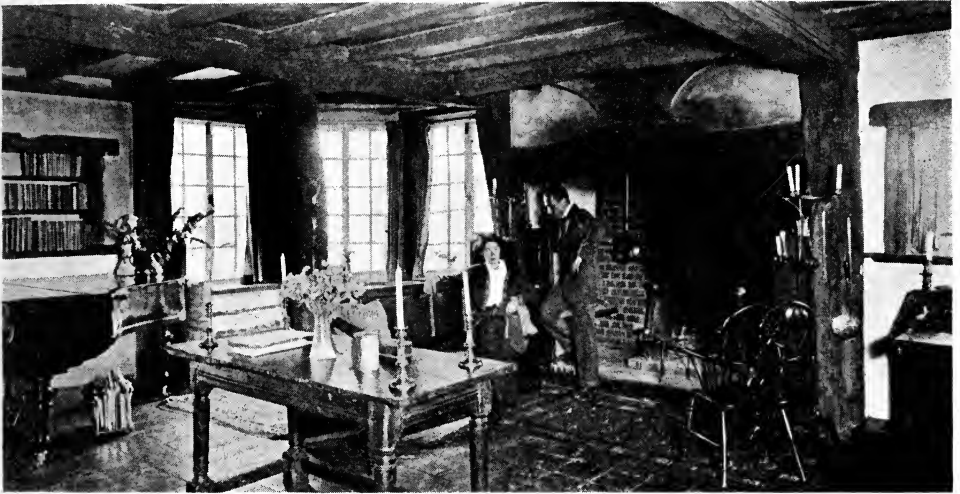
Reviewed by Hildegard Hawthorne, Doris Webb Webster, Mary Alden Hopkins, and others

THOU SHALT NOT WASTE

The Green Bough. By E. Temple Thurston. 317 p. D. Apltn. \$2

THIS story of the heart of a woman set in the heart of England is written with a serious tenderness that carries it safely past the perils of its theme. This is the old and new one of the unmarried mother. But the mother, the heroine of the story, is no

whole being was eminently fitted. The man is a mere incident, and practically disappears, tho he enters the story again later, when Mary's son has grown strong and splendid under her care, bringing about a complication that threatens the hard-won happiness of the mother. In the end it is another factor, and again a factor of waste, the war, that sets the final seal on Mary's heart and the story. Waste of



E. TEMPLE THURSTON, AUTHOR OF "THE GREEN BOUGH," AND MRS. THURSTON AT THEIR HOME NEAR LONDON

shamed and slinking thing, hanging her head before the glare of virtuous eyes. Simply, with a fine courage and entire conviction that she is doing the right and the wise thing, Mary Throgmorton accepts love when it comes to her just as she touches upon thirty years, and takes the result with joy. She has seen her three sisters wither and grow old and bitter in the small lonely little village where they live, smug and respectable people, fed only on the husks of life. Her heart is not made to dry up; she is a mother by instinct and desire, with a beautiful strong body fashioned for the true work of women. And a woman in all it implies she will be.

That there is something wrong in the possible wasting of such a woman is what Mr. Thurston wishes us to understand. Mary, without her life as a mother, would have been a travesty. The fact that there was never an opportunity for her to meet a man she could marry who wished to marry her, and that the man who did fall in love with her was married already was not a reason for her to be denied her destiny, a destiny for which her

the true, splendid source of life, waste of that life itself in the rapacity and blood of warring nations, these are the great evils, in Mr. Thurston's eyes, evils born of man, born especially of his passion for possession—possession of women, possession of things. With all the eloquence of his colorful style, and with a burning sincerity, he places the facts before us, tells the simple incidents, and leaves us to judge. That reader will be rare who does not come to love Mary, and to believe that, for herself at least, she did right.

Hildegard Hawthorne.

FANNIE HURST, who has established an enviable reputation thru her short stories, has published her first novel (Harper). "Star Dust" is the story of a woman who, failing of achievement in her hope of becoming a great singer, strains every faculty to realize her own dream in the person of her daughter, her "wonder-child." It is announced that Laurette Taylor will be the star in the dramatization of Miss Hurst's famous "Humoresque," already successfully screened.

THE LITTLE HOUSE IN BETHANY

The Coming of the King. By *Bernie Babcock.*
359 p. D Bobbs-M. \$2

MRS. Babcock has added one more to the long line of romances descended from "Ben-Hur," a romance which follows in a vein of poetic mysticism the Gospel narratives of the life of Christ, with the corrupt and magnificent oppression of Rome for a background. A few imaginary characters are introduced, in particular Zador Ben Amon, the evil Jew to whom is assigned the part of Judas; but the main figures are those of Mary and Martha, with their brother Lazarus, who is identified with the young man who had great possessions. Mrs. Babcock lays the most stress upon the human qualities of the Saviour, tho most of the traditional incidents are retold and amplified in a romantic manner. The healing of a leper is a scene especially reminiscent of "Ben-Hur."

The author's picture of the period is more imaginative than historical, and the contrast between oppressed Jews and Roman oppressors is painted in simple blacks and whites.

The corrupt scribe; and Pharisees, the ravening mob and the time-serving Roman officials are drawn with an unsparing hand, while the revolutionary stirrings among the submerged peoples are described with an eye to present-day analysis. The contest between the two ideas of redress by force and regeneration by spiritual means, thru physical non-resistance, constitutes the chief message of the book, tho the line between these two principles is not drawn with complete consistency. But complete consistency is inhuman.

Anita Moffett.

QUIET COLORS

The Hall and the Grange; a novel. By *Archibald Marshall.* 414 p. D Dodd, M. \$2

RESTICENCE and restraint have come lately to be considered almost as undesirable as some of the other qualities that are associated with the scorned adjective Victorian. One hardly dares to confess to a belief that they still have their place in literature, and in other arts as well. But just as harmony in a room produces a pleasant effect of tranquillity, so does an ordered arrangement of plot and characterization in a novel bring a sense of restful enjoyment to the reader's mind. Mr. Archibald Marshall's "The Hall and the Grange" may, perhaps, be compared to a painting in which the values are so perfectly subordinated each to the others and all to the whole that one can appreciate and criticize it only in its entirety. No one part of it stands out from the rest. So with the characters in "The Hall and the Grange." One

feels instantly the personal quality of each—whether it be the lovable and quick-tempered Colonel Edmund Eldridge or his somewhat pompous brother Sir William; Coombe, the mischief-maker, or sentimental Miss Baldwin, the governess, who loved to read and dream romance or watch it unroll itself in the world under her eyes. But no one figure is allowed to monopolize the interest of the reader. Each fills his own place with due regard to his relation to all the others.

This effect, of course, is not the chance result of a fortunate choice of types. It has been produced from a careful adjustment of relative personal values, a conscientious weeding out of all that is out of key with the quiet color scheme of the picture. Yet there is no artificiality in the resulting work of art. The picture it gives of one phase of English life is so natural, so simply and vividly true, that one almost doubts the painstaking workmanship that has gone to make it. Only one knows that nothing so good as this "just happens" in any art.

Marguerite Fellows.

LIONS AND LIFE

The Man Who Did the Right Thing. By *Sir Harry Johnston.* 447 p. D Macm. \$2.50

YOU remember "The Gay Dombey's"—all full of little asides about Queen Victoria? Here is another romance by the same author. And tho Sir Harry sets it for the most part in the wilds of East Africa, he is careful to get in a few digs at her late majesty's far-reaching control of England's morals.

Lucy Josling is just such a person as Carol of "Main Street," and—would you believe it?—she finds a Main Street right in the middle of Africa. For the missionary station to which her earnest young husband is attached is quite the dreariest place in the world for Lucy; and the sneers of efficient Ann Jamblin make it unbearable.

But to go back to the beginning. Lucy, an English country teacher, sails for Africa to marry John. On the ship she meets Roger Bentham, of high social circles, and silently falls in love with him. But John, perspiring but happy, meets her at the dock, and within ten days they are married and starting on their up-country journey.

Africa treats Lucy to all its worst horrors. Biting ants, a cobra, a lion and—O Africa!—a shower of bed-bugs from the roof of an Arab's boat combine to overthrow Lucy mentally and physically. So she must rest a while at a medical missionary's until she is able to go on to John's station. After which, Ann Jamblin.

But Roger, detailed to warn the missionaries of an Arab uprising, appears and events move rapidly on a stage set now in Africa, now in England, until the book ends with all the inconclusiveness of life.

What is Sir Harry getting at? Is there a cynical turn to that title? But whatever it means, it's a stirring tale, and well written—a book for the people who love adventure as much as for those who love character development.

Doris Webb Webster.

A PRIG'S PROGRESS

My Son. By Corra Harris. 274 p.
O Doran \$1.90

HUMOR, religion and common sense adorn this easy-to-read story wherein those who felt the charm of "A Circuit Rider's Wife" may follow the family fortunes chronicled by the same spicy recording angel. Mrs. Thompson, wife of the unworldly old saint of a circuit-rider, is the mother of Peter, the young hero of the present tale. Against her silent desire, he embraces the ministry and from auspicious beginnings, he advances thru developing incidents until he becomes the brisk, efficient, popular pastor of a modish city church. But in the disturbing conditions of life and thought in the post-war maelstrom, something happens to his smugly functioning personality and by drear degrees he loses his cocksureness but eventually gains his own soul.

The dangers of a handsome young preacher from worldliness, flattery, and neurotic females are unblinkingly recognized by the experienced maternal eye, and the homely philosophy and quaint humor that were so taking in the previous book form a mellow background for the prig's progress to a clarified state of mind and a highly suitable marriage with a nice, wholesome girl, who, one clearly foresees, will make an admirable minister's wife.

The story itself is on simple and usual lines; it is the heart-to-heart, first-person treatment, with shrewd comments on the Methodist Conference, the traits of deacons, the peculiarities of parsonages, the curiosity of congregations and the incalculable impulses of the emotional ewe-lambs of the flock that will win popularity for the book.

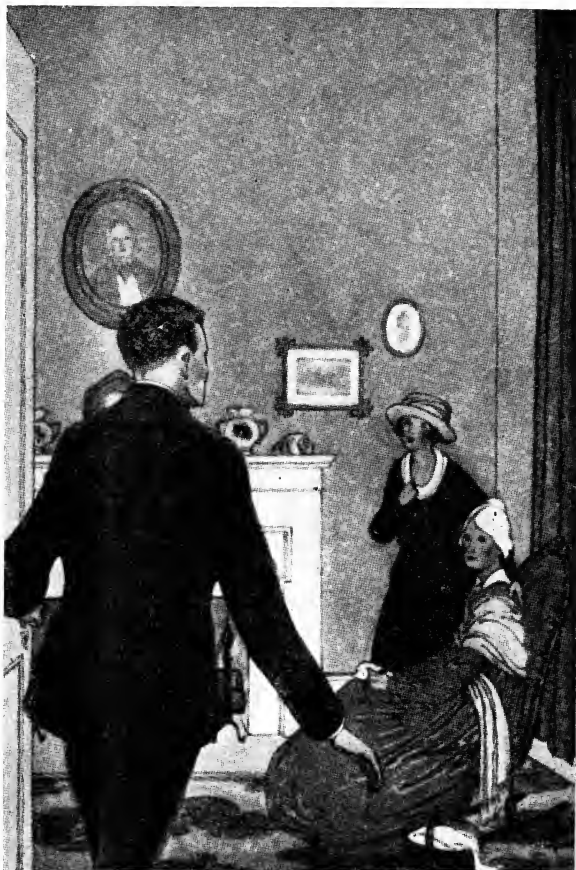
Distinct in itself, "My Son" will stimulate many to a rereading of its predecessor.

Katharine Perry Shaw.

SHE'S WRITTEN ANOTHER

Madam. By Ethel Sidgwick. 339 p. D Small, M. \$2

WHEN I get hold of an Ethel Sidgwick novel I take a holiday from work till I have read it. Yet should it be called a holiday? Her books aren't the easiest writing in the world to read; one must pay close attention to know what she is up to. Neither do they leave one in melted-butter content-



FROM "MY SON" BY CORRA HARRIS
George H. Doran Company

ment with life. She utilizes neither the "happy ending" nor the "unhappy ending." Indeed, I'm not sure that her stories end at all. She shows a certain number of folks arranging their affairs thru a crisis and then she stops. But finis is not written at the end. Moreover, she is quite likely to pick up the same folks in a different grouping in her next volume. One's always delighted to find them again.

Now about "Madam." Baldly put, it is a study of how a sensitive chap reacts to losing five brothers in the war. But that describes

it no better than does its title. Miss Sidgwick has the habit of picking and choosing her heroes regardless of classic heroic traits. They are usually men who need a woman to look after them. Well worth looking after they are, too. And appreciative of the attention said woman devotes to them. Really very worth-while men, but not at all of the strong-oak or the sheltering-rock variety. They even, some of them, have "nerves." Fancy allowing a he-hero to have nerves! Only a writer who draws from life would dare it.

In trying to tell you about this book I find I am talking all around it instead of digging out its heart and presenting it on a painted platter. But that course would somehow kill it. Let the heart stay in the book where it throbs. You'll feel its beat when you open the covers. A living book is not an everyday occurrence.

Mary Alden Hopkins.

A FREE SPIRIT'S CONFESSION

Clerambault. By Romain Rolland. Holt \$2.

CLERAMBAULT is a French poet, affectionate, sentimental, democratically minded, trusting in the civilization of his day. We discover him, in the beginning of this new product of the pen of Romain Rolland, happy with wife and children, sitting of a July afternoon in the garden of his comfortable home at St. Prix. His is the mood of kindly disposition toward his fellow man and the feeling of being at one with the rest of the world. This even tranquility might have continued unshattered, and this generous revery unbroken if war had not descended like a cloud and Clerambault's broad and easy principles, more blindly accepted than lived upon and real, been subjected to the test.

This is the history of the evolution of a pacifist, we must remember; and the first stage of that evolution, for the poet Clerambault at any rate, is a reversion to a lust for war, and it is the death of his only son, who had enlisted and been killed at the front, which marks the beginning in the process of his liberation. He soon finds himself separated and set apart, critical of the mob spirit to which he had been a victim. But he becomes something more than mere pacifist. Propaganda for peace, war to end war—these come to seem the concerns of "big children," as Clerambault calls them, of the young and eager souls who must insist upon an "absolute good."

There are many characters in the book—shadows in the spheres of pacifism thru which the poet travels in his development. Clerambault, in spite of the rigor of his views, remains rather soft-minded, sentimental, sensitive to and dependent upon the feelings of his

fellow man. And there are others, one young man in particular, of tougher mental caliber and of a more venturesome spirit than Clerambault himself.

The book is written as a narrative, we are face to face with the contents and purpose of an essay. The author thus forewarns us in the introduction, "This book is not a novel, but rather the confession of a free spirit telling of its mistakes." As such, it is penetrating, uplifting, at times, eloquent; but it leaves us still waiting for another great work of Romain Rolland's to place side by side with "Jean-Christophe."

Landon M. Robinson.

INSTINCT AND ADOLESCENCE

Beauty—And Mary Blair. By Ethel M. Kelley. 282 p. O. H. Mifflin. \$2

THIS story is a frank and courageous presentment of certain perils of adolescence under present-day conditions. The modern young girl, armed with a theoretic knowledge of life that would have scandalized earlier generations, looks with a critical and appraising eye upon the passing panorama of her immediate world; and when, as in a sadly large percentage of families it is bound to happen, she sees with growing disillusion and distress foibles, weaknesses, breaches of the unwritten law, it is not strange if in sudden revolt she should ask herself whether convention, respectability, honor itself were not just hypocrisy's mask for a rotten world.

If Miss Kelley had nothing but the sordid ugliness of life and dangers of adolescence to give us, this book would have a far different and diminished value. What makes it a sane, healthy, constructive criticism of life is her own unquenchable optimism. Mary Blair, having no one at home to turn to for advice, is thrown upon the protection of her instinct; and instinct to-day, bereft of the good old-fashioned home discipline, bends perilously when leaned upon. But at the crucial moment, when she faces the momentous problem of a dim shadowy staircase, when her hesitant finger already presses an unresponsive electric button, that small remnant of what we call instinct, inherited thru generations of decent, self-respecting forebears, suddenly stiffens itself in revolt, and Mary Blair sees with clear eyes the gulf that separates the sordidness from the beauty of life. One thing that the reader must guard against is the danger of mistaking the book's mood. The story is seen thru Mary Blair's eyes; the phrasing of each thought and situation is that of the modern up-to-date New York "flapper"—in other words, flippant, pert, even slangy. But the mood is serious, and sincere.

Frederic Taber Cooper.

LIKE ANIMAL YARNS?

The Yellow Horde. By Hal G. Evarts. 4 illus. by Charles Livingston Bull. 227 p. D Litt., B. \$1.75

IF you're fed-up with eternal triangles, flappers, heroes soulful and cavemen, detectives and the other conventional fiction stage-sets, try this brand new variety. Dunno who Hal G. Evarts is, but he sure knows animals. Not even so sure he doesn't sometimes know too much about animals—sometimes they do some mighty tall thinking, considerin' what they are—but the result is a darned good yarn.

Why hasn't anybody else ever thought of this idea of using a coyote pack—the williest, shrewdest little beasts on four feet—for the characters in a story? At the head of the pack is Breed, a yellow half-breed wolf-coyote, with all the strength of limb of the one strain and the uncanny sagacity of the other. How he wins his mate, the feud with the lone grey wolf, Flatear, Breed's hard won knowledge of men, and the many fierce midnight forays of the pack cram these pages with a novel kind of interest. For Mr. Evarts is no mere "dude rancher" writing about a coyote he saw a mile off thru his binoculars: his coyotes are so real you can fairly smell 'em!

O yes, and the story does *not* end with Breed's death. Ernest Thompson Seton had a sadistic streak that murdered all his animal heroes—waab, the majestic old grizzly, who inhaled sulphur fumes, the wild stallion who threw himself over a cliff: gosh! how I blubbered over 'em as a kid! Not so this story—but you read it and see.

Robert S. Lynd.

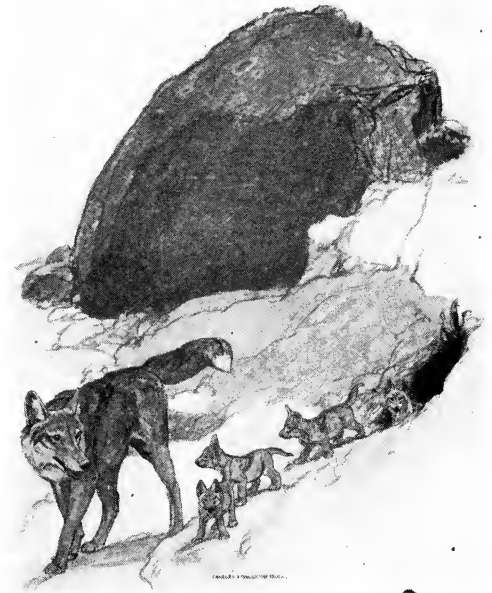
BAFFLING INGENUOUSNESS

The Tragic Bride. By Francis Brett Young. 253 p. D Dutt. \$2

THE comparison of any young novelist to Conrad seems inevitable, but if one reads "The Tragic Bride" with "Victory" fresh in the memory, one accepts the comparison and adds another, for one feels again a stifling sense of certain tragedy not so unbearably as in "Victory," but intensely.

One knows from the very Prolog, which, by the way, should be reread after the last chapter, that Gabrielle's history is to end blackly and that Arthur is to marry the clergyman's daughter. So one reads not to discover the what but the how. The brief, swift story proceeds with more of the short story writer's art than the novelist's. It is the thrilling yet convincing story of Gabrielle Hewish; her first love affair which is over before it has begun and which is followed immediately by her desolate marriage, so that when she loves Arthur she is still an unawakened child. The canvass is not meagre, but no character is

sketched which hasn't an essential part in the design. Biddy Joyce, obstinate and stupid; the Halbertons, elegant and influential; the direct and forceful Mrs. Payne are minor characters, perhaps, but with majestic nonchalance they determine the fate of Gabrielle. The directness and economy of the story make its



A SWARM OF FLUFFY LITTLE CREATURES TODDLED AFTER HER. FROM "THE YELLOW HORDE" BY HAL G. EVARTS Little Brown & Company

pattern very clear, and the repetition of incidents completes the perfection of the design and intensifies the impression of inescapable fate.

But whatever he has borrowed of the short story's art, Mr. Young has written a novel of enough space and leisure to give the charming pictures of Gabrielle's childhood. These, though they are few, are as freshly and sympathetically done as the pictures of the childhood of Edwin Ingleby which were the endearing part of "The Young Physician." Tho the actual scenes of childhood are few, we never see Gabrielle Hewish really grown up. The sensitive center of so much storm and tragedy, she retained the power to be happy not from principle or conviction but because she obeyed simply and naturally the instincts of all healthy young creatures. She was like the rabbit Arthur killed, over whose mangled body she wept, "It was so little. So happy—." The most intriguing of heroines, her charm is her lack of complexness. Her ingenuousness is almost baffling, yet it is her innocence and helplessness that make one wonder whether one can technically call her "The Tragic Bride."

Mildred Catharine Smith.

Book Gifts for Graduation

By Joseph Mosher

JUNE is imminent with its roses, its phalanxes of young graduates, and its presents.

Already a fond uncle, here and there, is contemplating an auto, a saddle-horse, or a trip to the Yellowstone for some blooming young hopeful. Oh, happy uncle, oh, happy, happy hopeful, as Keats might have said. But that is only here and there; more there than here. In the cases of most proud relatives and friends at the annual intellectual coming-out season, the gift must be determined rather by the oft-sought purse of the giver than by the swelling merits of the diplomatic corps.

The general subject of gifts is of such a genial, cheerful character that one dislikes to settle down at once to an analytic, categorical tone of discourse. And surely we can without worrying and drawing long faces arrive at a practical answer to the question as to what we shall give them, these young graduates of ours.

Well, one of the qualities of a graceful gift on any occasion is fitness. For a departing voyager, a nice basket of fruit or a case of Mothersill's Remedy; for a retiring public official, an autographed resolution of congratulation or thanks; for a newly married pair, a house and lot or an annuity. For the academic debutante and her male counterpart the range of appropriate gifts is wide indeed. The token may vary from a box of sweetmeats to a European trip. That fact tends to make one's choice difficult, but there is a balm in Gilead; namely, a certain type of gift has particular fitness for the graduate—books.

I say "particular fitness" because graduation does not mean for the student a leaving behind of the life of books, but, as the term "commencement" indicates, rather a more serious beginning of activities in which books and reading will play a considerable part. Furthermore, an academic course has in general cultivated an ability to appreciate literature. Perhaps not in all students a universal appreciation, but at least an enjoyment of one or more types.

This brings us to another quality of felicitous giving: thoughtfulness for the recipient's personal tastes or desires. Books permit the donor to give evidence that he has taken pains to discover what would be most pleasing. Is your young graduate a lover of serious fiction? What a storehouse of delight he will find in a volume of Hardy or Meredith, Wells or Kipling, Winston Churchill, Mrs. Wharton, or Gertrude Atherton! Perhaps the boy or girl is fond of poetry. Nothing could be a

more charming or lasting remembrance of graduation time than a volume of Keats, Shelley, Tennyson, Browning, Byron, Whittier, Lowell, any one of the poets included in such editions as the Cambridge or Oxford. For those who are interested in the drama a present sure to be appreciated would be a collection of plays by a favorite writer: Shaw, Barrie, Moody, Middleton, Maeterlinck, or Galsworthy, let us say. Even in the field of lighter vein, many things of permanent value may be found. As random examples take Stephen Leacock's delectable satires, or W. W. Jacobs' inimitably droll stories of old English "salts," or Mark Twain's immortal humor.

Besides the types already mentioned, biography, travel, art, history, and other fields afford a world of attractive items which if thoughtfully scanned will yield just the particular one which appeals to the eager mind of the graduate. Graduation time is a happy moment to stimulate any inclinations which have been aroused in school or college toward the reading of good books, with its inevitably broadening, cultivating results. Having this end in view it is particularly desirable that the donor discriminate between the ephemeral, the trashy, and those books which make a lasting impression of beauty, truth, inspiration, and culture.

The physical make-up of the volumes presented should also be considered. This by no means implies the necessity of purchasing expensive editions, for plenty of well-bound, decently-margined volumes, cleanly-printed on substantial paper are to be found without getting into the so-called "de luxe" class. There are, to be sure, in all the book-shops wonderful, sumptuous single volumes and sets which wring the withers of the impecunious book-lover and which would correspondingly elate the lucky recipient. But fortunately, as has been indicated, admirable gift-books of every literary category range in price from the modest exaction for a little coat-pocket Ruskin or Emerson to the relatively plutocratic sum involved in the purchase of a big set featuring "hand-made paper and half-levant binding." Whatever you wish to spend for a graduation present, just bear in mind the words of Chaucer who spoke for the student when he said of the Oxford chap "For him was lever have at his beddes head Twenty bokes clad in blak or reed

Than robes riche, or fithele, or gay sautrye."

Notables from New Non-Fiction

Reviewed by Frederic Taber Cooper, R. S. Lynd, Margaret Haskett Anderson, and others



ON THE SHORE OF THE VAITAPIHA FROM "MYSTIC ISLES OF THE SOUTH SEAS" BY FREDERICK O'BRIEN
The Century Company

WHERE THE WORLD IS YOUNG

Mystic Isles of the South Seas. By Frederick O'Brien. 549 p. 0 Cent. \$5

TO those lucky readers who have already come under the spell of this author's earlier volume, "White Shadows in the South Seas," this new incursion into that realm of azure waters, dreamland isles and unspoiled nature needs neither introduction nor encomium. But if the spirit which Mr. O'Brien infuses into his pages and which makes them unique, even among its few rival volumes of South Sea literature, really sinks into your flesh and bones, you are filled with something akin to an apostolic zeal to preach and spread the contagion of its joyous irresponsibility. For this is one of those rare books that tempt a conscientious reviewer to throw caution to the wind and pour out his jubilation in a disproportioned enthusiasm.

What sets Mr. O'Brien in a class by himself is that by instinct he is neither a poet nor a maker of fiction, but an exceptionally clear-visioned spectator, who gives back what he sees with the exactness of an autochromatic photograph.

What one loves most in Mr. O'Brien's pages

is that ugliness and sin fail to spoil for him the loveliness of the picture as a whole. Seldom within the limits of a single volume does one find so much human despair, so many human derelicts, so much to beget a cynical and pessimistic irony of life. But this author is consistently, almost aggressively healthy-minded. He sees the human wreckage on all these far-off fairy shores, sees it with indulgent and understanding tolerance; but it does not disturb him deeply, for his eye dwells by preference insistently on the glory of opalescent coloring, on the tense fire of primitive passions, on the whole magic, dissolving view of an evolving civilization, checked and wellnigh strangled by modern progress; an arcadian civilization, passing away with tragic swiftness, that will leave the world the poorer for its loss. One owes Mr. O'Brien a lasting debt for having caught and fixed some of its rarest and strangest phases before it was too late. One wonders how heavy a responsibility he has incurred thru the lingering nostalgia he has begotten for the exotic—how many eager, reckless pilgrims he has unknowingly sent hot-footed on the trail of those shimmering, elusive islands of his rainbow dreams?

Frederic Taber Cooper.

SERVICE A LA PARISIENNE

Ballads of a Bohemian. By Robert W. Service.
221 p. Barse & Hopkins \$1.60; \$2.25

LIKE the publication of a new novel by Harold Bell Wright, a new book of verses by Robert W. Service is something of an event. For wasn't Mr. Service the favorite "pote" of his majesty, the American "dough-boy"? And haven't his "Rhymes of a Red Cross Man," "The Spell of the Yukon," "Rhymes of a Rolling Stone," and other volumes sold 1,927,684,321,691,834,275 copies—or some unmentionable figure like that? (By the way, why doesn't the American Legion make him its Poet Laureate?)



Robert W. Service
AUTHOR OF "BALLADS OF A BOHEMIAN"
Barse & Hopkins

To those of us who remember Mr. Service best as author of such verses as the title one in his "The Spell of the Yukon"—"I've stood in some mighty-mouthed hollow that's plumb-full of hush to the brim," full-throated stuff!—it will be a bit of a surprise to find the present collection of poems of Bohemian life in the Latin Quarter of Paris where, we are told, Mr. Service now makes his home. By the device of interspersing with the verses informal prose comments in the first person on the characters and places mentioned, an informal air is given to the book as tho we were actually sitting with the poet at one of those little tables in the Boul' Mich' sipping—sipping—but I grow distracted!

"And tonight I am at the end of my tether," we begin. "I wish I knew where tomorrow's breakfast was coming from. Well, since rhyming's been my ruin, let me rhyme to the bitter end:

Lone amid the café's cheer,
Sad of heart am I tonight;

Dolefully I drink my beer,
But no single line I write,
There's the wretched rent to pay,
Yet I glower at pen and ink.
Oh, inspire me muse, I pray,
It is later than you think!
Hello! there's a frequent phrase.
Bravo! let me write it down—

It is later than you think.
Lastly, you who read; aye, you
Who this very line may scan:
Think of all you planned to do. . . .
Have you done the best you can?
Etc. Etc. Etc.

The two a. m. mood of the Latin Quarter is set forth in these four lines from "Noctambule":

"Full am I with cheer;
In my heart the joy stirs;
Couldn't be the beer,
Must have been the oysters."

At the close of the book are gathered a number of poems of the war *Richard Lloyd.*

THE GREAT LOVER'S MIND

Mary Stuart; a play. By John Drinkwater.
73 p. D H. Miff. \$1.25

IN his new play the author of "Abraham Lincoln" brings before us another appealing bygone figure, the lovely Mary, Queen of Scots, whose history and tragic death make for all who read history an unforgettable page

Drinkwater draws Mary from the past to let her show young John Hunter that his wife Margaret does not fail in her love for him because she loves also another man. As old Andrew Boyd tells him, "There be women, and men, too, who are great lovers." "Such," he says, "do not love unworthily—it is lamentable when they love unworthy men."

Against this presentment of his case the unhappy Hunter shows the wounds to his pride, his dignity, his manhood. Mary Stuart, he declares, can tell him nothing. Then Mary steps in from the moonlit balcony and says, "Boy, I can tell you everything."

And we have Holyrood in 1566, Mary's room in the palace with Mary Beaton, Riccio, Darnley and Bothwell, an imposing and moving bit of drama. It is as the words of Andrew Boyd had prefigured it,

"Down there at Holyrood. Look, in the moonlight. A woman of great wit—Margaret is that too. And nothing better coming to her than a scented pimp, a callow fool, and a bully. They should have been three great princes, masters of men."

Or, as Mary's song had it,

"Not Riccio, nor Darnley knew
Nor Bothwell how to find
This Mary's best magnificence
Of the great lover's mind."

Whether or not this appealing glimpse of the beautiful Scottish Queen helps John Hunter to a solution of his problem may remain to some a question. Are we likely to accord to the Margaret Hunters of our day the sympathy and understanding we feel for Mary Stuart and her tragedy? After all, she was unique. And fate cursed her with being a Queen.

Margaret Haskett Anderson.

CONTRIBUTE!

It Might Have Happened to You. By Coningsby Dawson. 163 p. S Lane \$1.25

READ it. Don't think it's a war book. It's "a contemporary portrait of central and eastern Europe," as the sub-title puts it. It shows, not what war has done to Europe, but what peace has done to her.

All the power of the trained novelist has gone into this small book. With the poignancy of utter simplicity Mr. Dawson shows us how Austria and Poland are suffering—how faint old women wash clothes all day to earn the equivalent of five cents in American money, how whole communities live foully in freight cars, how children starve. It is everyone's duty to learn about these things.

Mr. Dawson doesn't stop with the picture. He has a great deal to say about the causes of the present situation, and some remedies to suggest. As an example of what the well-meaning, hurried Peace Conference did, he points to Vienna. This "great pre-war middleman city of central Europe now stands isolated and unself-supporting in the scrubby patch of tillage which is the new Austria. . . . But the railroads still converge on Vienna."

For the present all we can do is to send money. And if we refuse—"Central Europe at the moment is insane with hunger. She is capable of any folly. She is scarcely to be held accountable for her actions. If she is not fed, revolution will spring up in every direction and no one can say where it will end."

Doris Webb Webster.

TALKABLE TOPICS

Things That Have Interested Me. By Arnold Bennett. 332 p. O Doran \$2.50

IF any gentle reader could have the good fortune to meet the versatile author of this book on a London street and ask him to tea in the lounge of the Savoy, Mr. Bennett would probably talk on just the themes and in just the way that he does in these pages—untrammelled, sporadic, informal—and very attractive because so purely from the personal point of view. They are not epoch-making, these sketches, being records of passing moods and impressions rather than essays of the regular six-by-nine type. There is a bit of overhead conversation, a witty story, a passing figure on the street, a group at a railway station, a notice in a newspaper—each producing its quick, clever reaction from the trained mind of one who is both novelist and dramatist, a connoisseur in human values. Many of the moods are such as "never can happen again," for they bear the dates of 1917 and 18, and show the mark of their contemporaneity in recording some phases of war feeling from the

London point of view, with more than a dash of the journalistic in their touch-and-go treatment. In others, the impressions are more permanent in value, and treat crisply and critically of the drama, literature and life. A particularly good word picture is "The Prize Fight," describing Carpentier's victory over the British champion and its effect on the all-class spectators. And at the close of the pleasant series one can almost see the urbane man of letters toss away his cigarette end, lift his hat and disappear down the street after a discursive chat.

Katharine Perry Shaw.

RELEASED EMOTIONS

Psychoanalysis, Sleep and Dreams. By André Tridon. 157 p. 3½ p. bibl. D Knopf \$2

NOT so long ago we were all out for reforming the world. Maybe we got discouraged or maybe we got a different viewpoint. Anyway most of us are now employed in removing notes from our eyes, and many of us get up and cheer whenever we hear the name Sigmund Freud. Dr. Freud discovered that nothing just happens in the emotions any more than in the physical world. He found that the explanation of human behavior lies in the influence of more or less forgotten experiences, thoughts and emotions. From this discovery he deduced the theory that if you find out what is in your unconscious mind ("forgettery" is the colloquial equivalent) you will have the causes underlying your every action. Even dreams.

A child dreams frequently of what it wants but can't have—a mountain of candy, the circus, a big dog. Older people, too, dream of what they want but cannot have. "When dreams come true," is based on this common knowledge. But very, very often we want something that conflicts with our ethical standards. We repress that desire sternly. When that banned wish appears in dreams, it comes out in disguise. The psychoanalysts have learned how to strip off the disguises and show the dreamer what repressed wish is cavorting round in his brain at night. The object of the investigation is to give us insight into our unconscious mind, and by so doing give us at the same time control over our lives. So long as we are subject to an influence we do not understand we are not absolutely captains of our souls.

André Tridon has explained the relation of the unconscious to sleep and dreams very clearly in this book with illustrative dreams from people he has analyzed. We are under great obligation to Mr. Tridon because he writes, not for the scientists who already understands the subject, but for the layman who wants to understand.

Mary Alden Hopkins.

A GOLDEN GARGOYLE

Avon's Harvest. By Edwin Arlington Robinson. 65 p. D Macm. \$1.50

THESE are a score of interpretations that readers may severally put upon this grim, haunting poem. Taken most literally it is the confession of a fear-ridden soul, a life blackened by a malignant hate conceived in boyhood for a school companion, and secretly brooded over. Then suddenly, one day, hate burst its bounds, struck down the other boy, and thereby made a life-long, implacable enemy. And in the end that enemy, drowned and lying fathoms deep at sea, comes back, or so the haunted man believes, and after months of hideous, creeping fear the shadows close in and the victim dies, baffling diagnosis by physicians.

This bare outline gives but a feeble hint of the latent horror suggested in this verse. The scourge of fear, sharpened by the supernatural, is a common motive in classic tragedy. But there is a vast difference, more easily felt than defined, between, let us say, the high intellectual interpretation of Macbeth in the dagger scene, and the gripping emotional horror of the death scene in "The Bells." "Avon's Harvest" has just that added twist of the screw that makes a sane, well-balanced materialist glance furtively over his shoulder while he reads, and start nervously as the rustling of the pages that he himself is turning.

Yes, each reader is welcome to his own interpretation. But one inclines to the theory that this is an allegory of an evil habit. The habit comes unsought in youth, and plays the part of a welcome and faithful friend; but when recognized for what it is; when beaten off, challenged and defied, it becomes the arch enemy, dogging the victim's footstep's waiting like a coiled serpent to strike and kill. All this may be utterly remote from Mr. Robinson's intention. Perhaps he only meant that hatred is itself a poison which corrodes until the thread of life snaps. In either case he has woven lines of lingering, haunting horror; and he is at his best when he is most simple. The powerful, memorable lines are almost monosyllabic. It is only here and there that the elaborate intellectuality of such phrases as, "The darkness and discomfure of his oblique rebuff," or "Adorning an unfortified assumption with gold that might come off with afterthought," however admirable in themselves, are not in harmony with the poem's prevailing mood. But these are mere details. The salient fact is, that the author has poured the molten gold of artistry into the mould of a masterly and unforgettable gargoyle of symbolism.

Frederic Taber Cooper.

OUR POLITICAL DRAMA

The Life of Whitelaw Reid. By Royal Cortissoz. 2 v. 434 p. Scrib. \$10

THE importance of this biography is not to be measured by the personal achievements of an individual career, even tho the subject was a veteran journalist and editor, who for half a century moulded public opinion, and twice represented America in the highest diplomatic posts within the gift of the President, as Minister to France and as Ambassador to the Court of St. James. It is more than a biography, because it is practically a history of the New York *Tribune*, for fifty years the leading Republican organ. Furthermore, it is a history of the changing political drama of the nation, from the Civil War and Reconstruction Period down to the time when America took her place as a recognized world power—our political drama seen, not from the orchestra seats, but from the wings, so to speak, behind the scenes, where the tinsel and the masquerade, are seen at more nearly their true value.

To the younger generation, who know the greater part of this period thru the medium of printed histories, these pages will serve the purpose of galvanizing dry statistics into action and awakening a vanished past into a dramatic moving picture. To the older readers, to whom the Grant administrations are a personal memory and who perhaps cast their first vote for Hayes or for Tilden, these two volumes are like a prolonged and delightful reminiscence with some one vastly better informed and of clearer memory, whose details fill in an infinite number of precious and luminous details, as to the hopes and fears, the motives and the limitations, of the political and intellectual giants who moulded the nation's destinies.

Mr. Cortissoz has executed a task of great difficulty with infinite patience, industry and discrimination. With the instinct of a trained journalist himself, he has wisely recognized that here was not a case for a partisanship biography, an openly enthusiastic and highly colored narrative. While not disguising his personal friendship and approval, he has consistently contented himself with sifting out from an overwhelming mass of material just those salient details that have a permanent significance.

This is clearly one of the most, if not the most, significant of this present season's biographies. It is not too much to say that any student of American history who omits it from his studies has lost some side glimpses that make his otherwise well rounded reading just so much the poorer and more incomplete.

Calvin Winter.

The Children's Page

Edited by Rebecca Deming Moore

OF the spring juveniles which have already seen the light several are appropriately nature books. So prominent a name in the nature world as that of Ernest Thompson Seton appears under the title of "Woodland Tales" (Doubleday), a miscellany of material published in periodicals for the most part in the course of a long stretch of years. The material has been classified as Things to See In the Springtime—Summertime—Autumn-time—Wintertime; Things To Know; Things To Do; and Things to Remember. With the exception of Things To Do, a chapter on woodcraft, the stories are a combination of fact and fancy. The fairy and fantastic element is strong, but each story has for its foundation some nature truth.

Thornton Burgess' method of concocting irresistible little tales which have taken the tears away from many a bedtime hour is too well known to require comment. His latest and the first in the *Green Forest Series*, "Lightfoot the Deer" (Little, Brown), tells children of the habits of this gentle creature and plants little seeds of disapproval for unnecessary hunting.

"Bird Stories" (Atlantic) by Edith Patch, following her "Hexapod Stories" in the *Gateway to Science Series* steers a middle course between Mr. Seton's and Mr. Burgess' books. These are delightful little stories of Chick, D. D., Sandy, the Sandpiper, etc., each relating the life history of a little bird person from the time he breaks his shell until he and his mate have a brood of their own. Miss Patch makes characters of her birds, but she does not give them human attributes. Here is straight science with no touch of the fanciful or fairy element but so pleasingly and convincingly presented that neither will be missed.

Alice Craig Edgerton's "Queen Nature's Fairy Helpers (Noble)" explains physical laws thru the medium of quasi-fairy tales.

The theme of Joslyn Gray's new book for girls, "Bouncing Bet" (Scribner) is that tragedy of adolescence, "not like other girls." The heroine's abnormality in this case was being several sizes too large for thirteen-going-on-fourteen. How Bouncing Bet became like other girls, and very much nicer and prettier than some, how a miserable misunderstanding growing out of an attempt to help an afflicted classmate was adjusted, and all brought to a happy climax makes an absorbing story for 'teen age girls.

Equally interesting for their brothers is Ralph Henry Barbour's "Three Base Benson"

(Appleton), another excellent blend of school and sport. The square peg in this story is a genial but uncouth North Carolina lad in the round hole of an exclusive "prep" school. Mr. Barbour attends skilfully to the trimming of Benson's corners, at the same time serving bountiful portions of adventure and baseball sure to appeal to boyish appetites.



"HAVE YOU BEEN TEARING SOMEBODY'S COAT"?
HE ASKED AGAIN. FROM "LIGHTFOOT THE DEER"
BY THORNTON W. BURGESS
Little, Brown & Company

Somewhat suggestive of the charming French story "Sans Famille" is "Billie: The Story of a Little Boy and a Big Bear" by Isabel Hawley Scott (Revell). The hero is a little lame Italian orphan who joins fortunes with a traveling bear and his master. On the road of Angelo's adventures children cannot fail to absorb some lessons of consideration for animals.

A new edition of wonder tales appears this spring, Dasent's "East of the Sun and West o' the Moon" (McKay), in the *Golden Books for Children* with striking illustrations in color by Edna Cooke.

The Month's New Books

A classified and selected list of representative new books recently published. Annotations are descriptive rather than critical and intended to be unbiased, and are mainly informative of the scope and purpose of the book. Books specially reviewed are not listed.

Fiction

THE GREY ROOM. By Eden Phillpotts. 266 p.

D *Macm.* \$2

A ghost story, in which a mysterious room and a series of inexplicable deaths are elements.

THE ENCHANTED CANYON. By Honoré Will-
sic. 347 p. D *Stokes* \$2

The hero finds regenerative power in the beauties of the Grand Canyon regions, where the novel is staged.

STAR-DUST. By Fannie Hurst. 458 p. front.
D *Harp.* \$2

The story of a mother whose dreams and ambi-
tions were realized in her daughter.



ROMAIN ROLLAND, AUTHOR OF "CLERAMBAULT"
(Holt)

(Reviewed elsewhere)

OUT OF THE AIR. By Inez Haynes Irwin.
269 p. D *Harcourt, Br.* \$2

The romance of a young aviator and writer who
discovers that the house he is occupying is haunted
by mysterious visitors who try to give him an im-
portant message.

ROSA MUNDI AND OTHER STORIES. By Ethel
M. Dell. 306 p. D *Put.* \$2

Six short novels of love and adventure.

THE NOISE OF THE WORLD. By Adriana Spa-
doni. 256 p. D *Boni & L.* \$2

A novel of married life.

GUNSIGHT PASS; how oil came to the cattle
country and brought the new West. By
William MacLeod Raine. 337 p. D *H.*
Miff. \$2

A cattle-man is sent from the range to the peni-
tentiary on a false charge of manslaughter. Upon
his release he returns to his country and finds it
developed into great oil fields.

BY THE GODS BELOVED. By Baroness Orczy.
Illus. by the Kinneys. 326 p. D *Dodd,*
M. \$2

Formerly published under the title "The gates of
Kampt."

DEVIL STORIES; an anthology. Ed. by Maxi-
milian Josef Rudwin. 351 p. D *Knopf*
\$2.50

Twenty stories ranging from the mediaeval period
to the present time.

THE LOVE OF LONG AGO; and other stories.

By Marie Corelli. 295 p. D *Dou., P.*
\$1.75

A collection of thirteen short stories.

THE SHIELD OF SILENCE. By Harriet Smith
Comstock. Front. by George Loughridge.

292 p. D *Dou., P.* \$1.75

Amid the Virginia mountains two souls of veiled
pasts trace out individual courses as fate and blood
direct.

TAWI TAWI. By Louis Dodge. 357 p. D
Scrib. \$2

A narrative of Mexican border life and life on
a cannibal island in the Philippines.

THE SPIRIT OF THE TIME. By Robert S.
Hichens. 251 p. D *Doran* \$2

A tale of mystery and intrigue, starring a Rus-
sian princess.

THE EYE WITNESS. By Eric Levison. 355 p.
D *Bobbs-M.* \$1.75

The mystery of a murder and skillful counter-
feiting scheme.

MOGENS; and other stories. By Jens Peter
Jacobsen. Trans. by A. Grabow. 150 p. S
N. L. Brown \$1.50

Contents: Mogens; The plague at Be'gamo; There
should have been roses; Mrs. Fönss. (*The Sea Gull*
Library.)

WIND ALONG THE WASTE. By Gladys E.
Johnson. 278 p. front. D *Cent.* \$2

The mystery of a lonely house on the California
shore.

THE DESERT FIDDLER. By William Henry
Hamby. Front. by R. P. Coleman. 232 p.
D *Dou., P.* \$1.60

A Mexican border tale of business intrigue and
adventure.

THE KNIGHT OF LONELY LAND. By Evelyn
Campbell. Front. by George W. Gage.

302 p. D *Litt. B.* \$1.90

A story of the cattle-ranges of the American West.

THE GUARDED HEIGHTS. By Charles Wads-
worth Camp. Front. by C. D. Mitchell.

363 p. D *Dou., P.* \$1.75

The story of a man's achievement thru force of
a dominating personality.

THE MAN IN THE DARK. By Albert Payson
Terhune. 311 p. D *Dutt.* \$2

A moonshine romance of the West Virginia hills.

THE NARROW HOUSE. By Evelyn Scott. 221 p.
D *Boni & L.* \$2

The story of the inter-relations of a family.

JAMES BEVANWOOD, BARONET. By Henry St.
John Cooper. 260 p. D *Doran* \$2

The simple, genuine things of life as they affect
a big-hearted man and his fairy-like wife.

THE BIG YEAR. By Meade Minnigerode. Col.
front. by R. M. Crosby. 292 p. D *Put.*
\$2

A jolly tale of college types in a college town.

FROM OUT THE VASTY DEEP. By Mrs. Belloc
Lowndes. 279 p. D *Doran* \$1.90

A story of love, romance, mystery and ghosts.

TRUE GHOST STORIES. By Hereward Carrington. 246 p. D *Dodd, M.* \$1.75

Published in 1915 by J. S. Ogilvie Publishing Co.

THE SILVER SIXPENCE. By Ruth Sawyer. Illus. by James B. Crank. 331 p. front. D *Harp.* \$1.75

A story of the stage and of the faith a girl had in the man she loved.

THE VELVET BLACK. By Richard Washburn Child. 387 p. D *Dutt.* \$2

Eleven short stories.

TIMBER WOLVES. By Bernard Cronin. 368 p. col. front. D *Macm.* \$2

Mystery and adventure in the timberlands of Tasmania.

THEY WENT. By Norman Douglas. 274 p. D *Dodd, M.* \$2

An English success by the author of "South Wind."

THE HOUSE IN QUEEN ANNE SQUARE. By W. D. Lyell. 504 p. D *Put.* \$2

A tangle of mystery and crime laid in Scotland.

A RECKLESS PURITAN. By L. Rickard. 301 p. D *Doran* \$1.90

A love tale of a merry little Irish village girl and the worldly English gentleman who carried her off to a strange new life.

THE LONG WAY ROUND. By Emerson Gifford Taylor. 370 p. D *Small, M.* \$2

A love-story of today.

OUR LITTLE LIFE. By J. G. Sime. 306 p. D *Stokes* \$2

The story of an undaunted little seamstress who is a refuge for the suffering.

MARTHA AND MARY. By Olive Mary Salter. 306 p. D *Put.* \$2

A story based on the old Sussex saying that every man has two wives, the real and the ideal.

GHOSTS. By Arthur Crabb. 261 p. front. D *Cent.* \$2

A Samuel Lyle mystery story of a burglary at a fashionable summer resort.

WHAT DAVID DID; love letters of two babies. By Helen S. Woodruff. Illus. by the author. 124 p. D *Boni & L.* \$1.75

How two babies bring happiness to two self-willed grownups.

TREESIDER'S SISTER. By Isabel C. Clarke. 409 p. D *Benziger* \$2.50

A love story in which there is a practical presentation of modern sociological conditions from the Catholic viewpoint.

THE GOLDEN GOAT. By Paul Arène. Trans. and note by Frances Wilson Huard. 267 p. D *Doran* \$2

Romantic love and buried treasure.

SHOW DOWN. By Julia Houston Railey. 356 p. D *Put.* \$2

The story of a southern girl who faces the world on her own, and combats crooks and crookedness fearlessly.

OVERLOOK HOUSE. By Will Payne. 273 p. D *Dodd, M.* \$2

A tale of the mystery of human conduct.

Philosophy, Psychology

DEATH; ITS CAUSES AND PHENOMENA; with special reference to immortality. By Hereward Carrington. 313 p. front. O *Dodd, M.* \$3

This volume deals with the subject of death from its physiological, historical and psychological aspects.

HERE AND HEREAFTER. By Leon Denis. 352 p. D *Brent.* \$2.50

"Treatise on spiritual philosophy."

MAN'S UNCONSCIOUS SPIRIT; the psychoanalysis of spiritism. By Wilfrid Lay. 337 p.

D *Dodd, M.* \$2

This work is divided into three parts, pt. 1, Consciousness; pt. 2, The unconscious of psychoanalysis; pt. 3, The unconscious spirit.

AT ONE WITH THE INVISIBLE. Ed. by E. H. Sneath. 291 p. D *Macm.* \$3

"Studies in Mysticism."

FRAGMENTS OF TRUTH. By Richard and Isabella Ingaless. 322 p. O *Dodd, M.* \$2.50

Essays on psychic phenomena.

Religion

WHAT CHRISTIANITY MEANS TO ME. By Lyman Abbott. 205 p. D *Macm.* \$1.75

The message of Jesus as the distinguished editor of the *Outlook* interprets it after a long life of Christian service.

CITIZENSHIP AND MORAL REFORM. By J. W. Langdale. 157 p. D *Abgdn. Pr.* \$1.25

Partial contents: The call of citizenship; The eighteenth amendment—the enactment of Christian conscience and intelligent patriotism; The abolition of poverty; The new criminology.

CHRISTIANITY IN ITS MODERN EXPRESSION. By G. B. Foster. Ed. by D. C. Macintosh. 307 p. front. O *Macm.* \$3.75

Partial contents: The foundation of Christian dogmatics; The superstructure of Christian dogmatics; The ethics of the Christian religion.

CHRISTIAN SOCIALISM: 1848-1854. By C. E. Craven. 408 p. O *Macm.* \$6.50

JESUS IN THE EXPERIENCE OF MEN. By T. R. Glover. 253 p. D *Assn. Pr.* \$1.90

HOW JESUS MET LIFE QUESTIONS. By Harrison S. Elliot. 160 p. D *Assn. Pr.* 90c.

(Problem discussion.)

Sociology, Economics

REVOLUTION AND DEMOCRACY. By F. C. Howe. 257 p. D *Huebsch* \$2

A discussion of the labor problem and the changing psychology of the worker, together with essays on privilege.

THE CRISIS IN RUSSIA. By Arthur Ransome. 215 p. D *Huebsch* \$1.60

Partial contents: The shortage of men; The Communist dictatorship; The trade unions; Industrial conscription; What the Communists are trying to do in Russia; Non partyism; Possibilities. Some of these essays appeared in the *Manchester Guardian*.

THE RUSSIAN WORKERS' REPUBLIC. By Henry Noel Brailsford. 284 p. O *Harp.* \$2.50

A study of Russia under the Soviet system as she is today.

SOME ASPECTS OF THE INEQUALITY OF INCOMES IN MODERN COMMUNITIES. By Hugh Dalton. 372 p. O *Dutt.* \$6

UNIFYING THE WORLD. By G. N. Clark. 116 p. D *Harcourt, Br.* \$1

Partial contents: Modern methods of communication; Communications, national and international; Effects of war and commerce on communications. (Handbooks on international relations.)

THE DIRECTION OF HUMAN EVOLUTION. By E. G. Conklin. 260 p. front. D *Scrib.* \$2.50

This work is divided into three parts—pt. 1, Paths and possibilities of human evolution; pt. 2, Evolution and democracy; pt. 3, Evolution and religion.

THE JEW AND AMERICAN IDEALS. By John Spargo. 147 p. D *Harp.* \$1.50

Partial contents: The pacifist turned anti-Semite; The mystery of the protocols; The Jewish socialists and Bolshevism; The vicious rôle of anti-Semitism; We need the co-operation of Christian and Jew.

Poetry and Drama

STAR-POINTS; songs of joy, faith, and promise from the present-day poets. Comp. by Mrs. Waldo Richards. 253 p. D *H. Miff.* \$1.75

"Songs of joy, faith, and promise for the present-day poets."

THE POEMS OF CORINNE ROOSEVELT ROBINSON. 294 p. D *Scrib.* \$2.25

This volume includes the previous volumes of Mrs. Robinson's verse, together with several new poems.

BREAKERS AND GRANITE. By John Gould Fletcher. 163 p. D *Macm.* \$1.75

Some of these poems appeared in *The New Republic*, *The Little Review*, *The Egoist*, *Others* and other magazines.

A CANOPIC JAR. By Lady Lenora Von Stock Speyer. 101 p. D *Dutt.* \$2

CHIEF CONTEMPORARY DRAMATISTS. 2nd ser. Ed. by Thomas Herbert Dickinson. 740 p. O *H. Miff.* \$4.50

Plays by W. S. Maugham; Eugene Walter, Sacha Guitry, Schnitzler, d'Annunzio, Gorki, Heiberg and others.

FIFTY CONTEMPORARY ONE-ACT PLAYS. Ed. by Frank Shay and Pierre Loving. 590 p. O *Stewart & Kidd* \$5; 3/4 mor. \$12

A collection of famous plays of Austria, Belgium, Bolivia, France, Germany, England, Ireland, Hungary, Russia, United States and other countries, together with plays from the Yiddish.

CESARE BORGIA; Iseult of Brittany; The Toy Cart. By Arthur Symons. 213 p. D *Brent.* \$1.75

THE BRITISH AND AMERICAN DRAMA OF TODAY. New ed. By Barrett H. Clark. 330 p. D *Stewart & Kidd* \$2.50

"Outlines for their study; suggestions, questions, biographies, and bibliographies for use in connection with the study of the more important plays."

SHERWOOD; or Robin Hood and the Three Kings. School and acting ed. By Alfred Noyes. 205 p. D *Stokes* \$1.75

Directions for production by Milnor Dorey, including staging, lighting, costuming, casting, property lists, directions for dances and music and suggestions for interpretation and acting.

Essays and Miscellany

WELL, WHY NOT? By Tom Masson. 289 p. D *Dou.* P. \$1.50

Fifty-nine essays, some of which have appeared in *The Bookman*, *The Outlook*, *Life*, *Printer's Ink* and other magazines.

A NEW ENGLAND GROUP AND OTHERS; Shelburne essays; 11th series. By Paul Elmer More. 295 p. D *H. Miff.* \$2

Partial contents: The spirit and poetry of early New England; Evolution and the other world; Samuel Butler of Erewhon; Oxford, women and God.

ALLEN'S SYNONYMS AND ANTONYMS. By F. S. Allen. 496 p. O *Harp.* \$3

AMERICAN ENGLISH. By G. M. Tucker. 375 p. O *Knopf* \$3

Partial contents: Is our English degenerating; Exotic Americanisms; Misunderstood and imaginary Americanisms; Index to words and phrases.

Biography

WOMEN IN THE LIFE OF BALZAC. By Juanita H. Floyd. Introd. by Princess Radziwill. 254 p. front. ports. O *Holt* \$3

Partial contents: Relatives and family friends; Literary friends; Sentimental friendships.

GEORGE MEREDITH; his life and friends in relation to his works. By Stewart Marsh Ellis. 326 p. illus. O *Dodd, M.* \$6

THE TRUE STORY OF THE EMPRESS EUGENIE. By Count de Soissons. 288 p. front. O *Lane* \$4

A record of the meteoric career of the last Empress of the French, based upon facts and contemporary documents.

THE KAISER VS. BISMARCK. Introd. by Charles Downer Hazen. Trans. by B. Miall. 213 p. front. O *Harp.* \$2.50

"Suppressed letters by the Kaiser and new chapters from the autobiography of the Iron Chancellor."

MY YEARS OF EXILE. By Eduard Bernstein. Trans. by B. Miall. 287 p. O *Harcourt, Br.* \$4.50

An account of Bernstein's years of exile in Italy, Switzerland, Denmark and England, for over twenty years after his departure from Germany in 1878.

Fine Arts, Music

FRENCH FURNITURE UNDER LOUIS XVI. AND THE EMPIRE. By Roger de Felice. Trans. by F. M. Atkinson. 142 p. col. front. D *Stokes* \$1.60

Descriptions of doors, cupboards, sideboards, desks, chairs, tables, beds, mirrors, and other pieces for the collector. (Little illustrated books on old French furniture.)

VIOLIN PLAYING AS I TEACH IT. By Leopold Auer. 223 p. front. ports. O *Stokes* \$3

A book intended for the student and the teacher, in which every phase of the art of violin playing is touched upon.

Travel and Out-of-Doors

THE TENT DWELLERS. By Albert Bigelow Paine. Illus. by Hy. Watson. 279 p. front. O *Harp.* \$2.25

A new edition of the chronicles of the author's camping trip in Nova Scotia.

WILD LIFE IN CANADA. By Angus Buchanan. 264 p. illus. O *Stokes* \$4.50

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THE Publishers' Weekly

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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of
March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones 6-8, \$6.50; Foreign, \$7.00.
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VOL. XCIX.

NEW YORK, APRIL 23, 1921

No. 17



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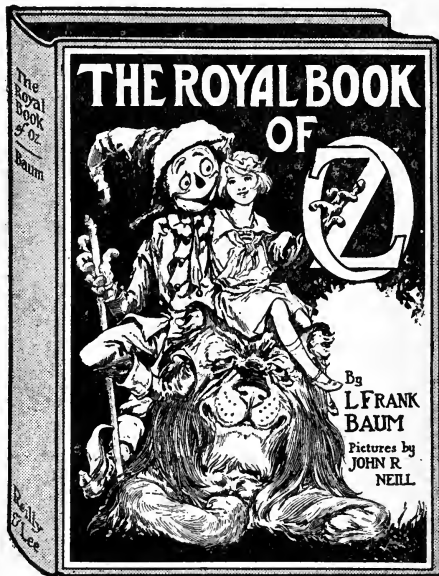
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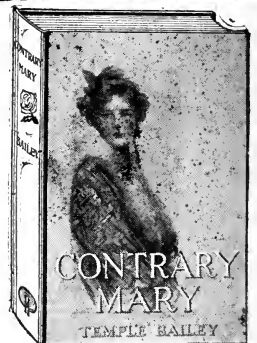
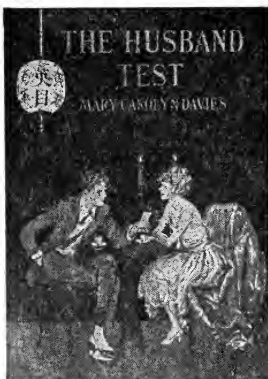
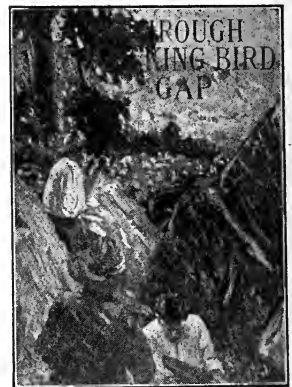
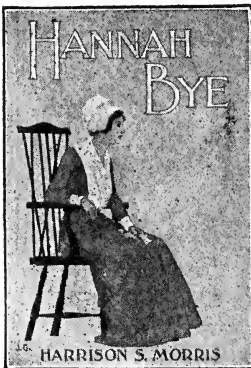
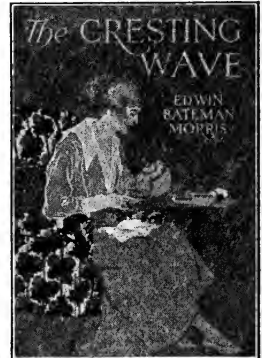
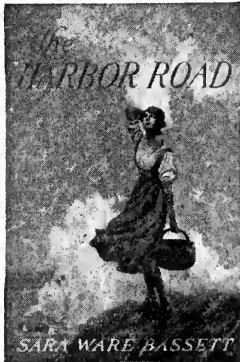
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By Eugene
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Rhodes

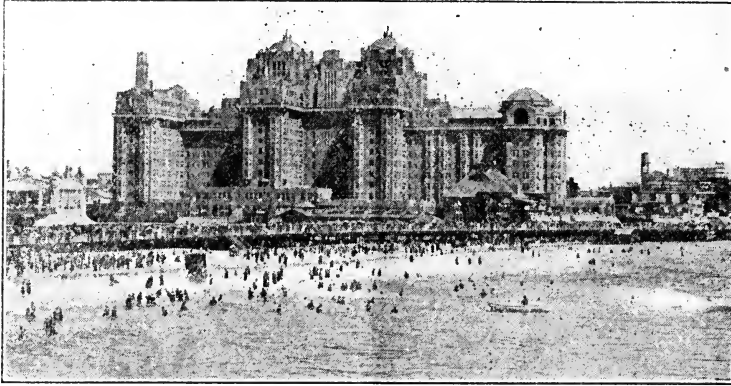


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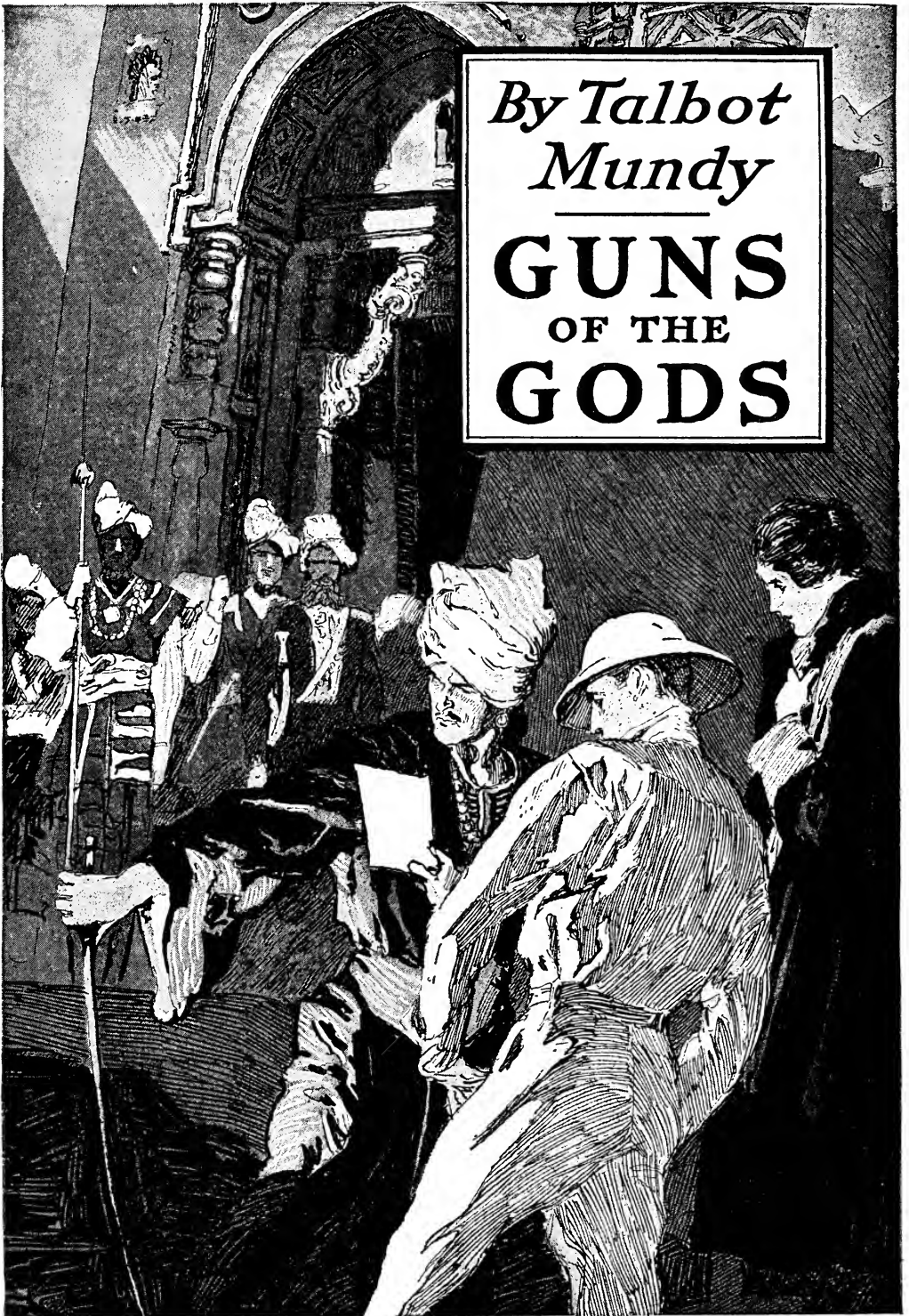
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BOBBS-MERRILL, Publishers

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 23, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

BOOKSELLERS' CONVENTION

May 10-11-12.

The Task of the Leaders

LABOR leaders are probably correct in estimating that part of the call for an open shop in the discussion of the last year has been directed by those who want to see the abolition of unions, but they should not lose sight of the fact that this group has been augmented by newer advocates of the open shop whose attitude is not so much a distrust of the unions as it is a feeling that no answer can be found to the present trade predicaments except by announcing open shop. The mental attitude of this second group has been brought to its present angle because the leaders of the unions have been generals who could lead an advance but seemed to have no power in holding up the morale of their armies in the face of retreat. In days of steadily advancing wages there has been developed a leader whose proud boast is that he never makes a compromise, and now when compromise would be the road to readjustment he feels that he cannot hold his leadership if he reports a single lowering in the scale of wages.

In the printing arbitration now going on in New York under an agreement that provided for a change in the wage scale according to changes in the cost of living, the union leaders are arguing that no downward change can be made until the men obtain the scale which they designate as the American standard of living. To be sure, the press feeders who hold this line of argument are being paid a minimum scale of wage that is higher than the average given to American teachers or American preachers or similar professional workers thruout the country; and when so large a proportion of the people, whose training has required decidedly more

time and effort than that of a press-feeder, are getting a smaller wage, it seems fruitless tactics to put this argument forward in the face of the very apparent fact that the cost of living has gone down radically.

The same lack of leadership has brought about the closing of the New York binderies and the employers' determination on an open shop. The employers' labor committee up to two weeks before felt that it would make every effort to deal in the accustomed channels with the union leaders. It found, however, that its approaches were sharply rebuffed, and, altho the binding business was going steadily from the city, the leaders of the men had no other comment to offer than that there should be absolutely no reduction considered and no changes in shop methods. It is this stand that plays into the hands of those who believe in no unions, and the better poised workers ought to put their most level-headed leaders to the front at this time.

A Painful Memory

DURING the last part of March a decision was rendered by a jury in the Federal District court, awarding R. H. Macy & Company damages of \$49,000 in a suit brought against the Victor Talking Machine Company for damages resulting from alleged violation of the Sherman Anti-Trust Law. Under the Sherman Law this award will be trebled, and the attorney's fees have been estimated to amount to about \$50,000. Charles Evans Hughes was counsel for the defense. The verdict has been appealed. It was the contention of Macy that the Victor Company would not allow its distributors to sell Macy records from 1914 to 1917.

Such a decision naturally catches the eyes of anyone in the book-trade, as this case began in the same year that the case against the old American Publishers' Association was settled, and it seems to be running to about the same money total. That famous book-trade case extended over thirteen years and was started immediately after the introduction of the net price system by the American publishers. At the time the suit was closed the PUBLISHERS' WEEKLY said editorially "The long concerted action necessitated by this suit has brought to the book-trade a knowledge that net prices, maintained not by coercion but by individual choice, brings trade solidarity and makes prosperity, if not probable, at least possible.

and it has brought a realization that unwarranted cut prices are a stupendous merchandising blunder, if not actually immoral or illegal."

That famous case was carried thru by the publishers to their great financial loss, but to the great gain in the improvement of book distribution in the country. It is not too much to say that the generally improved state of book ownership and reading thru wider distribution would be far behind what it is to-day if that effort had not been made. The reason that the present continuance of the Macy cutting does not demoralize the book-trade is the result of the educational work of that campaign.

It has been clearly evidenced that all merchandise bearing an advertised retail price has a peculiar temptation to the price-cutter, as it is only on these goods that the public can estimate the reality of reductions advertised. As one of the Macy advertisements at that time read:

"When our competitors are confronted with the fact that our prices are lower than theirs, they invariably try to explain the matter by attacking the character of our goods. How about books? Our prices range from 10c. to \$1.50 less than others ask for the same book. *We save you as much in other lines.*"

This kind of advertising was typical of what the book-trade saw much of in the days of the suit, and it is just as true to-day that the cutting is done for the purpose of indicating lower rates in other departments. Books carry less gross margin than most lines in department stores, and therefore the cutting of the price is not because of any unfair margins of profit, as was claimed by Macy's lawyer in his argument.

Said Mr. Hurley, when Chairman of the Federal Trade Commission and in possession of the facts, "Price-cutters are the wolves of industries. They are not fair to their customers or to their stockholders, unfair to their employees and injurious and harmful to their competitors and the trade they are in."

The progress in the healthy distribution at the present lies in the fact that this principle has become so clearly understood by the larger visioned merchants of the country that the discounts offered by one or two stores do not shake their faith in the methods that they have adopted for their own stores.

The book-trade will watch with interest the further progress of the Victor suit, and also

the bringing forward to the new Congress of the Stephens Bill at Washington, which has been approved by so large a number of students of business affairs and sound trading.

English Publisher Here

SIDNEY S. Pawling, head of the English house of Heinemann, which has recently become associated with Doubleday, Page; is at present in this country. He is working at an office in Garden City which has been set aside for his use. Mr. Pawling is known as the discoverer of many now famous authors, Wells, Locke, Galsworthy. He published DeMorgan's first book; all of Hall Caine's; and Conrad's second novel, "The Nigger of the Narcissus."



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- Main Street, by Sinclair Lewis. *Harcourt.*
 The Mysterious Rider, by Zane Grey. *Harper.*
 The Mountebank. William J. Locke. *Lane.*
 The Sister-in-Law, by Gertrude Atherton. *Stokes.*
 The Age of Innocence, by Edith Wharton. *Appleton.*
 The Brimming Cup, by Dorothy Canfield. *Harcourt.*
 Potterism, by Rose Macaulay. *Boni & Liveright.*
 Jacob's Ladder, by E. Phillips Oppenheim. *Little, Brown.*
 Moon-calf, by Floyd Dell. *Knopf.*
 The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*

GENERAL

- The Outline of History, by H. G. Wells. *Macmillan.*
 White Shadows in the South Seas, by Frederick O'Brien. *Century.*
 The Peace Negotiations, by Robert Lansing. *Houghton.*
 The Autobiography of Margot Asquith, by Margot Asquith. *Doran.*
 Now It Can Be Told, by Philip Gibbs. *Harper.*
 The Americanization of Edward Bok, by Edward Bok. *Scribner.*
 A Straight Deal or An Ancient Grudge, by Owen Wister. *Macmillan.*
 Abraham Lincoln, by John Drinkwater. *Houghton.*
 The Mirrors of Downing Street. Anonymous. *Putnam.*
 Roaming Through the West Indies, by Harry A. Franck. *Century.*

The Newspaper and Book Advertising

By F. Guy Davis

Manager of the American Newspaper Advertising Association

[The following is a somewhat condensed form of a talk delivered before the Booksellers' Association of Chicago, April 4th.]

SINCLAIR Lewis is reported to have said to a Chicago audience recently that for every man in America who could turn out really big literature there were five hundred men in England who could do the same. Whether or not this statement is correct, it gives one something to think about and my own fear is that there is more truth in the observation than there should be. The English people have imagination. They are accustomed to thinking in large terms. They generally have an ability to put themselves in the other fellow's place. This national characteristic will, no doubt, explain achievements of British diplomacy in the past few decades.

Americans Provincial

There is, of course, an explanation and a reason for the broad British point of view. In their trade developments and in fact in the whole history of their business and commerce an important factor has been the consideration of the thought and habits of other people, and while John Bull has his limitations, it seems pretty generally and fairly conceded that on the whole his children are "grown up" in an educational sense. They know life and they know the world.

English literature has no doubt played its important part in the education of the Englishman. No doubt also the literature and the culture of the Englishman, generally speaking, is as much a product of his habits of life and thought as it is a cause, but at any rate the books which the Englishman reads are a part at least of the cause of his comprehension of big things.

America seems to me to be making slow progress in the matter of general education in a fundamental sense. By this I mean that the American as a whole is lacking in imagination. We are provincial. We think too much in terms of routine life, and about concrete objectives. There are important exceptions, of course, which I readily concede, but on the whole I think there is a tremendous possibility for sound, creative effort on the field of education here in America, the kind of education that will make us broader and deeper and richer in head and heart alike.

I would like to make it clear that I do not refer to our public schools, tho there is field for improvement even there. I do have in mind, however, the general antipathy of the American to new ideas and observations which are outside of the range of his own particular experience. I think that this explains in a substantial way why the average American is more upset over original thought, particularly in the field of politics or sociology,

than a good many other nationalities. I am not confining my observations to any one type of American, but in general I have in mind the business man and just at the moment I have in mind particularly American publishers and sellers of books.

It seems to me that there is a great field here in America for development of the book business. I am sure that Americans generally need more good books, books of such a character that they will present in terms of sympathy and understanding, unconventional points of view. In other words, we need to have our habits of thought softened so that we will be perhaps a little less inclined to want to see a man horsewhipped and thrown into jail because his views on certain matters differ from the views generally accepted. What I have in mind is the old question of more light and perhaps less heat, in a great many fields of thought and purpose. This may mean here and there an advance in a purely business way, but it is sure to mean a fuller and richer and deeper life generally, even if business is left untouched.

If this statement of the educational situation here in America strikes you as reasonable, the immediate question before you who are interested in the publication and sale of books is as to whether you are satisfied with the situation as it stands in your business.

There are a good many splendid people who do not believe in selling at all in the sense in which the term is known in modern merchandising; that is, they do not believe in aggressive selling. They believe in supplying such demand as develops spontaneously or already exists. Those of you who are in this particular current of feeling will not be interested in what I have to say to you about newspaper advertising, but my hope is that there may be among you some men who have the characteristic American business man's attitude toward the question of selling.

Americans Need More Books

The average business man's attitude is that there is in his goods salvation for the purchaser, and like salvation, they have to be forced on some people. I do not believe that this feeling is very general among book publishers or retailers, but generally the American goes after what he wants. He makes a noise. He practices the principle which he learned on the farm, that is, that the squeaky wheel gets the grease. Nobody can accuse the American of being backward when it comes to the question of selling his goods to the home market. In fact, the science of merchandising has been developed to a high point here in America. On the general question of advertising, in particular, the American is a champion performer. However, books have not been aggressively

advertised. There are exceptions, of course, like the "Encyclopedia Britannica," "Five-Foot Book Shelf," and an occasional offering of a dead writer's complete works, or a new Harold Bell Wright book, but nothing really big in the modern advertising sense, except the "Encyclopedia Britannica," which is not a book.

I have a feeling that you will unquestionably concede the existence of a need in American life for more and better books. Some of you will also feel that you want to reach out aggressively to make people generally appreciate this need so that the market for books may be developed. The whole question of merchandising comes up then in a perfectly natural way. You want to sell more books for two reasons: one, because Americans need them, and, second, you need the business. Or those who are individualists will reverse the order of these two points, but in any case the question comes up as to whether the appreciation of this need for good books can be stimulated and as to how to do the development work.

Frankly, it seems to me that it is up to the book publishers. Pretty generally they are the ones who have the capital and the organization and facilities to undertake development work as compared with those in other branches of the book business. I have been told that the question of a co-operative educational campaign to be participated in by all the different groups represented in the business has been considered in a large way and it is interesting to know that at the present time there is in many fields a very substantial movement toward these co-operative educational activities looking to the development of better business.

Cooperative Advertising

The Portland Cement Association, for instance, selling no cement whatever but interested only in the extension of the knowledge of the value and the uses to which cement can be put, has within the past month released a campaign which covers sixty-five important cities of the United States. The Motorcycle and Allied Trades Association are within the next few days releasing a similar campaign on the advantages of motorcycling. The lumber manufacturers of the country are considering a similar project and so are the big furniture groups; same with the brick manufacturers, bankers, grapefruit and citrus growers. The furniture people have in mind a comprehensive proposition to resell the American home to the American people and there are other similar activities under consideration in other lines. All of this suggests what is actually being undertaken, but however the question of a general educational campaign on books is approached, there is absolutely no question about the power of advertising. Advertising is just like electric current. You can buy as much of it as you can use, but the use to which you put it is not determined by the publishers of newspapers or magazines, as long as your purposes are legitimate. The newspaper has for sale in its advertising columns a merchandising service,

something like the mail service or even like the railroads, and it plays its important part in the efficient movement of goods from producer to consumer.

A Newspaper Campaign

I feel that one of the reasons why books are not more popular in America is to be found in the fact that the national magazines are so extensively advertised. Incidentally, they are extensively advertised in the newspapers, the newspapers being the reading matter which reaches everyone who reads almost without exception. I was looking over the figures on one of the Chicago papers recently and noticed that in the year of 1919 well over \$200,000 was spent in this one paper for magazine advertising alone. The question comes up then as to whether it is worth-while for those interested in the sale of books to consider more extensive use of paid space, not only to sell books directly, but to widen the market for books generally. I think in this connection that booksellers would be particularly interested in the story of the great campaign of newspaper advertising conducted by the *Literary Digest*. The *Literary Digest*, in its campaign which has utilized newspaper space, settled on 680 lines of space for the regular copy in the daily papers as being the most effective, for this would give sufficient space on the page to dominate the page, and the headline would come over the center fold of the newspaper. This campaign runs in 400 daily papers once a week, supplemented by copy in full pages, which usually run about three times a year in 100 to 400 of the largest dailies. "So far," says the *Literary Digest*, "we have increased the reader interest—proved by tests. We have increased the number of readers per copy—proved by test. We have increased our circulation from 450,000 in 1916, to 1,336,999 in 1920. We have increased our gross revenue since the advertising campaign started by over 360%. We have added to the prestige of the *Literary Digest*—we feel it every day. We have increased our potential market from 2,500,000 to 13,000,000. We started with six objectives. We have reached all six."

There is a feeling among many newspaper men that book publishers are too much interested in the importance of book reviews in the newspapers, and this in spite of the fact that many publishers have book review pages on certain days. I think the thought is that the readers of book review pages generally speaking are already readers of books, and while there is a possible criticism of the publisher or a book seller who uses space on the literary page with the thought that he may possibly influence the book reviews on similar subsequent pages, there is also a feeling that the book seller who limits his advertising work to this consideration is indeed a little man in a business sense. In other words, the question is one of widening and deepening the market, as the *Literary Digest* did in its big campaign and this seems to me to be the only point at which I may possibly be able to say anything

that may be really helpful to you. I do not know the book business, tho I love books, but my experience with newspaper advertising, covering a period of nearly twenty years, tells me that the power of newspaper advertising can be used to develop the book market in this country or in this city as it has been used to develop many another proposition in a really big and generally helpful way.

When it comes to the question of influencing popular favor in any direction whatsoever, the great outstanding, overtowering single factor is the daily newspaper. This is conceded almost universally. Politicians know this well. The press agents all over the country know it and it would be astonishing to a great many booksellers to know what a tremendous industry the press agent industry is, entirely outside of politics and movie stars. Fortunately for the newspapers and fortunately for the public, too, in some respects, the press agent is not today the factor which he used to be. In other words, the tendency is more and more toward good, straight, clean, legitimate news and editorial comment, and paid space, which is equally clean and legitimate.

Summarizing briefly, I would say that I

think America wants more books and that the future years will crystallize this feeling. America's interest in world trade and world thought is bound to grow keener irrespective of any purely political developments. As the financial power of the world, there is no escape for us. Books on travel alone are sure to grow more popular. But good novels of current life and published dramas will be in increasing demand, for we will want to know ourselves. Second, booksellers want more business, generally speaking. Those two facts, plus the power of newspaper advertising, will give a development which from every possible point of view is as desirable as it is healthy and sound and enlightening, not to mention the importance from a business point of view to those immediately interested in the production and sale of books. As a good American who loves America and knows something of its need and who also knows the broadening and character-building effect of contact with good literature, I most seriously urge you to give this question of advertising more thought than I believe it has yet received at your hands. There will be something in it for you, and much in it for the country as a whole.

The Cost of Importing English Books

BOOKS of prominence first published in Great Britain are usually remanufactured here for the American market in order to obtain copyright. Many titles, however, on which there promises to be only small circulation are brought over in the English edition in quantities from 200 copies up. When the American importer lists this book for American sale he bases his price on the English price plus the special cost that will naturally accrue in handling merchandise in small lots. As public libraries can bring in books duty free, they usually, in ordering, furnish the import agent with the necessary Custom House documents in order that their copies may be passed thru without the 15% duty. Some few bookstores fill their own special orders for newly announced English books by bringing in their own copies by mail and paying the duty. For many years there was a general use of 40c. to the shilling as a basis for pricing small imported lots of English books, with lower prices according to the quantity imported, as a larger quantity gave the publisher lower purchase price in England. Sometimes this list price was as low as 25c. to the shilling.

The question is now frequently asked in the trade whether the low rate of exchange should not bring a reduction in the average price on importations, especially when it is considered that the duty on books less than twenty years old is now 15%, while it was at one time 25%. Several things entered into the importing conditions, according to inquiries at American publishing offices, which have prevented these changes in exchange and tariff from having the expected effect on price levels.

While custom duties have gone down in percentage, they have in actual practice been kept at the old level, because of the Custom House rulings that have decreed that the 15% duty shall be leveled on an assumed English wholesale price instead of on the actual price that the American importer has paid; for instance, if a publisher bought the American market on a 6 shilling book by taking 500 copies at 2 shillings each, he would not, as would seem most natural, pay duty on 2 shillings a copy, but would pay 15% on 4 shillings, as the customs officials rule that duty shall be leveled on what is a wholesale London rate. This has offset and even increased the actual amount of duty paid per book over the old 25% rate. Another item to be considered is the fact that English publishers, under the pressure of their increasing production costs, have been steadily increasing their required price per shilling for exported editions. These increasing costs, which have been even heavier in percentage in England than here, have gradually pared down the margin of operation which the English publisher has, and, while he has not been able to pass all this percentage of increase into his list prices, he has claimed that he has been obliged to make it show in his selling of editions for export.

Besides these two elements, there has been a great increase in the cost of getting books to this country. Freight rates are about three times what they were before the war, and insurance has increased in proportion. English handling of shipments has gone up tremendously, and their packing cases three to four times the cost of the charges in former days. One publisher recently received a packing case

bill, showing charges of 3s. 6d., when a similar case previously had been 7s. 6d.

These different items have in total offset the saving made by tariff and exchange, and retail booksellers have been accepting the prices set on such titles, knowing that English prices must have advanced even more than our own,

as they are with a general merchandise level that went many points beyond our own recorded index figures. These radical changes have perhaps pressed not so strongly on the library importer, as he is at all times saved the tariff cost which the retail bookseller cannot escape.

Program of the Booksellers' Convention

21st Annual Gathering—Atlantic City, Hotel Traymore May 10-11-12,

General Theme: How Shall We Reach the Non Book-Reader

MONDAY EVENING—MAY 9TH

The Reception Committee with their red badges will be active in welcoming the arriving members.

J. L. Thompson, of Charles Scribner's Sons, Chairman.

TUESDAY—MAY 10TH

Morning Session

10 o'clock.—Convention called to order. President's Address. Eugene L. Herr. Reports from Secretary-Treasurer and standing committees.

11.45.—Introductory Address on the Convention's General Theme by Carl H. Milam, Secretary of the American Library Association, and former executive of the Library War Service.

Afternoon Session

"What the People Want To Read," from the point of view of those not actively in the book-trade—editor, publisher, author, clerk.

Speakers: Henry Blackman Sell, editor of *Harper's Bazar* and former editor of the *Chicago Daily News* book section.

Robert Cortes Holliday, literary advisor to Henry Holt & Co., author of "Walking Stick Papers," etc.

Honoré Willsie, author of "The Enchanted Canyon," etc.

Daniel Longwell, salesman at the Pennsylvania Terminal Book Shop.

General Discussion

WEDNESDAY—MAY 11TH

Morning Session

"How Can the Bookseller Create a Public and Give It What It Wants."

1. Forum from the Bookseller's Point of View.

a. The large bookshop by A. Kroch of Chicago.

b. The department store by Franklin J. Fletcher, New York, merchandising expert.

c. The small town bookshop. Speaker to be announced.

2. Advertising and Publicity Aids.

a. Co-operative advertising and book publicity campaigns by Frederic G. Melcher.

b. The bookseller's advertising problems by F. W. Hopkins, general sales manager of the Columbia Graphophone Company and former president of the Advertising Men's League.

Open discussion on all phases of the program.

Afternoon Session

"Practical Methods of Increasing Bookshop Efficiency."

1. An Ideal Accounting System for a Retail Bookshop by John R. Wildman, expert accountant.

2. General Trade Conditions, Business Optimism and Co-operation. Speaker to be announced. General discussion.

THURSDAY—MAY 12TH

Morning Session

Executive Session. Adoption of Resolutions. Election of Officers.

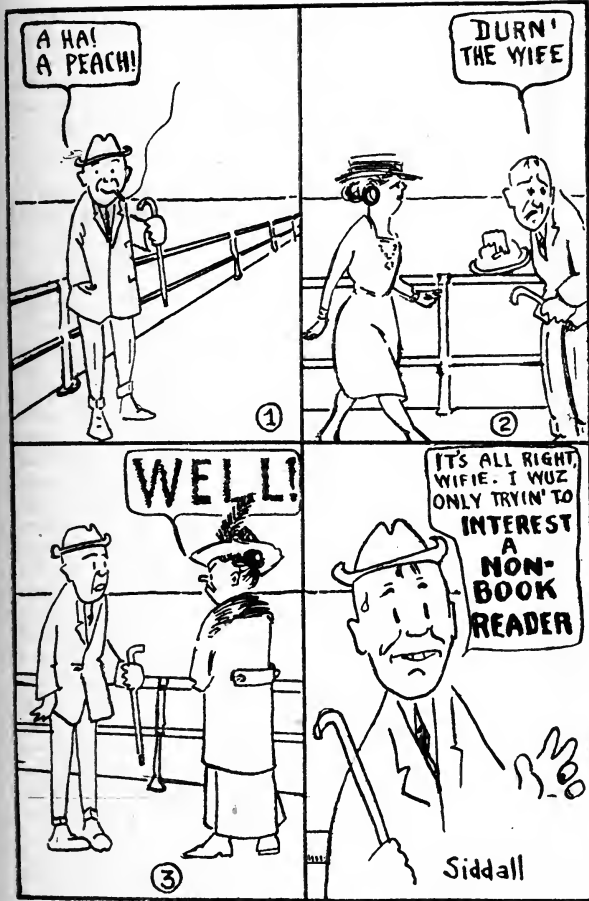
ENTERTAINMENT PROGRAM

Whitney Darrow, Chairman.

The Dance—Tuesday evening, May 10, from 9 p. m. to 12 p. m., there will be a costume dance in the Convention Room on the Eleventh Floor under the auspices of The Women Booksellers' Association. Everyone is urged to come in costume. No one, however, will be barred if not in costume. The costume should represent a book title or a character in a book. Prizes for the most original costumes. Refreshments at eleven. No charge. Miss Alice Dempsey, of Gimbel Brothers, Chairman.

The Play—This will be a unique feature of the Convention. The play and the music have been written by members of the Association and the entire cast is composed of members. Doors open at 7.30 p. m. Curtain at 8.15 p. m. Wednesday evening, May 11, Steel Pier Ball Room. Tickets will be given out at time of registration or may be had at any time from Convention Secretaries or Reception Committee. There will be no extra charge for admission to the Pier this evening—just show your play ticket at the gate. No charge. Robert C. Anderson, of Putnam's, Chairman.

The Banquet—Submarine Grill, Hotel Traymore, 7 p. m. Thursday, May 12. Guests will meet in the Reception Room adjoining the banquet hall. There will be several novel features. There will be but three speakers, but they are men of national interest. Dinner tickets \$6.00, obtainable at Convention Office. Tables seat eight and application for seats with friends should be made at time of obtaining tickets. David J. O'Connell of Funk and Wagnalls, will be in charge of the seating. The seating list will close at 5 p. m., Wednesday, May 11. Applicants after that time will be assigned seats in order of application and their names will not be on the seating lists.



A Boardwalk Alibi

The Banquet Committee

THE Convention Committee announces that David J. O'Connell is to have in charge the seating of the banquet, and J. L. Thompson of Scribner's will head the special Reception Committee. This latter Committee will be extended to include other members and will be a special feature of this Convention. Members of this Committee will be found on duty thruout the Convention and at all hours to answer questions and make strangers feel at home. The Committee in charge of arranging special features for the banquet will include:

- Melville Minton, of Charles Scribner's Sons;
- David J. O'Connell, of Funk & Wagnalls;
- James Le Gallez, of the Philadelphia North American;
- H. F. Savage of Frederick Stokes & Co.
- E. W. Ziegler, of George H. Doran Co.
- J. L. Thompson, of Charles Scribner's Sons;
- H. C. Lewis, of Dodd, Mead & Company.

When the Book-Trade Gets Together

Atlantic City—May 10, 11, 12

FULL announcements as to the plans and program for the big Atlantic City convention on May 10th-12th have been sent out by the Publicity Committee, and already there are indications that the attendance will be unusual.

No feature of the arrangements has, perhaps, been happier than the plan to bring all attending under one roof, which was the feature that really carried the vote in favor of Atlantic City at the time of last year's convention. In spite of the splendid working arrangements that have been developed in the recent big city conventions, it was felt by many that there would be a great advantage in the general convention spirit if all could be gathered in one hotel, which would not be possible in the big cities. Not the least valuable part of the conventions is the casual and informal conferences between one bookseller and another, and these conferences most naturally come about between the general sessions or at informal meals together. By having a large proportion of the registration at the Hotel Traymore, the personal gain from new contacts and informal discussions can be greatly increased.

Especially will this be so under the splendid arrangements that have been made with the hotel. It is fortunate that May is the convention month, as in no other month in the year would it have been possible

to arrange for such complete accommodations as the Traymore has given, a convention hall on a quiet upper floor, committee rooms with every convenience that a convention could desire. Besides this, the Traymore has given rates for the convention people that will not bring the cost above the cost incurred in any large city hotel, European plan from \$4 to \$5 per person per day, and on the American plan, \$9 to \$10 a day. When the cost of good hotel meals is reckoned, the latter figure, it will be seen, is moderate, and the cuisine of the Traymore is famous.

There has been a broadening of the character of the convention in the last few years, and, besides booksellers and publishers, there will be literary editors, librarians and book lovers, who are working to foster the love of reading and the ownership of books.

PAPER MILLS MAY CLOSE DOWN

Late reports on the paper mill situation indicate that the mills may be closed by strike on May 11th.

A Campaign Magnificent

A CAMPAIGN that assumes truly magnificent proportions is that with which the Curtis Publishing Company is to connect the *Country Gentleman* and Zane Grey's popularity. The book-trade has always quoted with awe and respect the figures that come forward from Washington Square, but it is not common for the publicity campaigns which are launched from that energetic organization to have any very definite connection with the distribution of books. This time, however, it is book popularity which is to be tapped by the Curtis Company to increase the popularity of a periodical.

In the issue of May 28th of the *Country Gentleman* there is to appear the first installment of a new Zane Grey story that is to run for twelve weeks. The present circulation of the *Country Gentleman* is 900,000, and the Curtis Company believe that they are going to increase the circulation of this third child of theirs by about a quarter million on account of Zane Grey's popularity. This is certainly a testimonial to what Harper and Grosset and Dunlap have done in popularizing these west-ern stories.

The unusual feature of their campaign is this: In the *Saturday Evening Post* of the same week, which goes onto the newsstands on Thursday, May 26th, there is to be carried in every one of its 2,400,000 circulation a reprint of this first installment. This does not mean that the story is to continue in the *Saturday Evening Post*, but readers are referred to the *Country Gentleman* of the next week if they would like to keep on with the story. At the same time, in the *Ladies' Home Journal* in its newsstand circulation, which runs well over 1,000,000, there will be inserted a reprint of the same installment. If, as experts figure, there are about five readers to every copy of a popular magazine, this seems to indicate that about 20,000,000 people will have the name of Zane Grey blazed before their eyes during that week, and, altho these figures sound large enough to the book-trade who are willing to talk in terms of tens of thousands, this is not the end of the publicity.

There will also be released during that week a new film from Zane Grey's "Man of the Forest," and to those houses in which this is shown there will be distributed reprints of this first installment for general circulation. Besides this, movie people are to make a general campaign to get display of four other previous Zane Grey films under the general publicity of Zane Grey Week.

It is under such tremendous campaigns as this that the Zane Grey book publishers move forward to secure for the book-trade adequate results from the big general event. Harper, of course, has already a wide distribution for Zane Grey's January book, "The Mysterious Rider," and will connect this publicity with next January's publication of "To the Last Man" in book form. In the meantime, Grosset and Dunlap, co-operating with Harper, are outlining to dealers thruout the country plans for a Zane Grey Week which will give every dealer a chance to accumulate many dollar bills by the display of the popular copyright titles of Zane Grey. All dealers are being urged to erect on a low platform a Zane Grey pyramid, each terrace to give a different Zane Grey title. They are also to have 300,000 extra copies of the reprint from the *Country Gentleman* for distribution.

Some stores are accepting the idea of putting a second Zane Grey pyramid in the window and starting a guessing contest as to how many volumes are used in building the pyramid, the prize for the nearest guesser to be a set of the Zane Grey books.

A great deal of dealer help material has also been arranged by Harper and Grosset and Dunlap, which will connect the new serial, the films and the books into one complete effort, and moving picture houses are to be supplied with display plates, emphasizing the Zane Grey Week. W. R. Richardson, of Harper and Brothers, and F. L. Reed, of Grosset and Dunlap, have been working in close co-operation with the publicity director of the Curtis Publishing Company and the W. W. Hodgkinson Corporation, so that all the different types of publicity will tie up closely together.

Navy Department Book Sale

ABOUT 75,000 volumes of miscellaneous fiction, science, history, etc., are being offered by the Navy Department, Bureau of Supplies and Accounts, for public sale in a bulletin dated March 28th, and just received in the trade. This list, which consists of 46 multigraphed pages, is offered at what the bulletin states are the prices at which they were charged to the enlisted personnel of the Navy during the war. All orders amounting to \$250 or more are subject to a reduction in price of 20 per cent, and, in addition to this, quantity discounts are applicable of two per cent for a \$2000 order, five

per cent on \$5000, ten per cent on \$10,000, 15 per cent on \$25,000. The bulletin is signed under direction of the Paymaster General.

These books seem to be material bought for the Navy Department for use on their various ships, and are in quantities varying from one up to 100 or more, and in some cases of technical books quantities run into the thousands. The plan of selling them from lists of this kind seems to have been based on the Department's experience in selling general merchandise. The prices listed are about one-third to 40 per cent off what were the list prices of two years ago.

Such a large and miscellaneous group of books has seldom come onto the market at any one time, and it seems unlikely that they can be moved thru the usual bookselling channels at the prices that are now listed.

The first group is of naval and military books, for which the trade has small outlet. This group varies from one copy of "The Philadelphia Ex-Meridian Table" at \$2.96 to 5082 copies of "The Handybook for Enlisted Men" at 22 c.

The next group covers History, Biography and Geography, 12 typewritten sheets. Typical titles are 70 of Lodge's "Hamilton" at 85 c.; 50 Fiske's "American Revolution" at \$2.64; 50 Coffin's "Building the Nation" at \$1.57; 150 "Rand, McNally Commercial Atlas" at \$25; 100 copies of Dunn's "History of Indiana" at 89 c. And from these quantities they run down to threes, fours and fives of various well known titles at proportionate prices.

Then follows three pages of philosophy and religion in quantities from eight or ten; foreign languages, one page, largely of dictionaries; science, one page, running from 2500 of Myers' "Steam Turbines" at \$3.23 down to 25 copies of Houston's "Wonder Book of Light" at \$1.02; Law and Diplomacy, 10 titles, including 24 sets of Kent's "Commentaries" at \$18.50.

The fiction list is 26 pages long, about 1300 different titles, or about 35,000 volumes. Some of the larger quantities are Walter Scott editions, having from 100 to 200 volumes per title, at 38 c. to 40 c. a volume, edition not mentioned, tho probably Everyman's. Most of the fiction quantities vary from 5 to 40 and are very largely contemporary, altho not current titles. Hall Caine is here, Charles Coffin, Walter Camp, Chambers, Chesterton, Davis, Howells, Kingsley, Locke, Mabie, Charles Reade, Quiller-Couch, Roosevelt, etc. Many of the fiction titles would be classed as boys' books in the trade. The prices on this list run about one-third to 40 per cent off the list price.

This huge catalog has been sent out to the trade, and it is the presumption that if they are not sold by this method they may be offered in other channels at a later date.

Cambridge History Withdrawn

G P. PUTNAM'S SONS have stopped the sale of the fourth and last volume of "The Cambridge History of American Literature" and will recall all the copies of it so far on the market. This action comes as a result of objections to an article in it on Christian Science written by Dr. Woodbridge Riley, Professor of Philosophy in Vassar College.

The offending article came before the attention of Albert F. Gilmore in charge of the Christian Science Committee on Publication for the State of New York who straightway raised objection to the whole tone of the article and to a certain paragraph in particular. In answer, Major George Haven Putnam and Irving Putnam say that in course of publica-

tion this important work has been handled entirely, so far as editorial responsibility is concerned by Professor W. P. Trent of Columbia and his colleagues. Professor Riley's article had not been read by any one of the firm's publishing board before publication.

Irving Putnam claims that he was astonished at the tone of the article, that it was written in a light and flippant vein without due reverence for the subject of a religion believed in by several millions of persons. Major Putnam subsequently confirmed the opinion of his brother and said that they could hardly afford to offend two million readers.

Between 1500 and 2000 books have already gone out and it will cost the firm considerable to blot out the edition. The Rev. Dr. Lyman P. Powell, President of Hobart College, has consented to write a substitute article, covering the same ground but covering it in "a way which will not be offensive and which will be in language that G. P. Putnam's will be willing to endorse."

Professor Riley, author of "American Thought From Puritanism to Pragmatism" (Holt), who wrote the condemned "Science and Health" article feels that he has treated the subject fairly, saying that the essay is based on first-hand information, altho much of the material has been suppressed by Christian Scientists.

New York Bindery Situation

THROUGH an emergency committee at Room 321, Hotel Pennsylvania, the Employing Book Binders' Association of New York is handling the more pressing needs of the publishers by placing these jobs in the few producing shops.

Publishers have so far had their immediate needs cared for and as the month of April is ebb tide in book manufacturing the pressure has not yet become severe. Publishers are taking the attitude that by standing behind the binders in this emergency conditions can be obtained that will help production and permit edition work being done in the city at reasonably near out-of-town prices.

In the Knickerbocker Bindery, in which the Unions called the strike that precipitated the present decision to organize open shops, there is now a full staff at work in all departments. Three other binderies are working and new workers slowly coming in.

Pulp Wood Consumption

COMPLETE government reports on 1920 pulp wood consumption have just been printed, showing that the amount of pulp consumed by the mills and principal paper-making plants was 177/10% greater in 1920 than in 1918. These figures are published in connection with the study being made of the pulp wood situation by the American Paper and Pulp Association and the Census Bureau.

The Photo Engraving Situation

IN the last day of the New York State Legislature the bill known as "The Meyer-Martin Bill" was passed. This will greatly relieve the situation in the photo-engraving field and take away a threat to the printing industry. At present the Photo-Engravers' Union of New York has an agreement with its employers under which the minimum price of photo-engravings is fixed by the Union. This arrangement was put thru by the Union under the argument that no union man could afford to work in a shop that charged less than the minimum set. While it may be true that any workman is at a disadvantage if he works for a shop whose prices become so low that they can not pay a living wage, in practical application this would mean that the workman could set the price for any commodity in whose produce he had a part. This would give him a power that is forbidden to manufacturers of general merchandise.

The reason that this unusual contract could not be legally reached under the New York State Law was because the Donnelly Anti-Trust Act by its wording applied only to "commodities in common use," and when suit was attempted the courts ruled that photo-engravings did not fall in this class. The wording of the Act has now been changed by the Meyer-Martin Bill, so that this kind of price-fixing will be illegal.

There was an attempt to remedy this situation last year, but nothing was accomplished. For work in this session the organization of newspaper publishers determined to make a vigorous stand for a correction of this situation, and they were supported in this by the organization of periodical publishers and by the National Association of Book Publishers.

All users of photo-engraving felt that if this situation was not now faced the plan of raising prices by union manifesto would be extended to other branches of printing and plate-making. In union circles this bill was considered one of the most important that it was their duty to fight against, and Samuel Gompers visited Albany during the last few days of the session and got the promise of having the bill put on the shelf until next January, but, on account of the vigorous protest from all three organizations, the bill was brought out by Governor Miller and passed on April 16th. The present price-fixing arrangement between the photo-engraving shops and the Union now becomes illegal.

Sales Tax Bill Introduced

A TAXATION that is likely to line up retail interest against the interest of large corporations is now under active discussion before the new Congress. Several bills, embodying the principle of a sales tax, have been introduced, one by Senator Smoot, which he estimates will raise two billion dollars, or about half of the total revenues of the government. This bill would tax all sales ex-

cept those on goods such as tobaccos, beverages, automobiles, and sporting goods which are already taxed. Senator Smoot estimates that, altho a commodity may pass thru a half dozen hands, the ultimate increase to the purchaser would not be over 3½%. Several other bills, embodying this sales tax principle are also introduced.

In the application to the book business this would mean 1% on manufacturing bills to the publisher, 1% on the publisher's wholesale price, and, if the books pass thru a jobber, 1% there, and again 1% on the retailer's sales. The publisher who had his own binding plant would avoid one of these taxes, and if the publisher did his own direct selling, one or two other impacts of the tax would be avoided. This would undoubtedly tend toward giving an advantage to direct dealing. Another disadvantage to the book-trade is that books are sold at a fixed price, and the extra 1% cannot easily be put on at the consumer's end as can be done so easily on unidentified merchandise.

Wage Scales in Binderies

IN putting out its announcement of open shop conditions, the Employing Binders' Association of New York has specified that it will not now recognize any limit of output such as has been the former shop practice, and has announced wage scales based on the 48-hour week, running from \$24 up to \$48. These scales run about 10 per cent less than the previous ranges, as follows: \$48, head stamper; \$45, extra finisher; \$42, stamper, head sheetman; \$40, stock cutter, book trimming machine operator, power rounder and backer, case-making machine operator, casing-in-machine operator, marbler, extra forwarder, extra finisher's assistant, circuit bible worker, folding machine operator, gathering machine sticher and coverer; \$38, sheet and plate cutter, book trimming machine operator, circular rough trimmer operator, hand rounder, hand case maker and stretcher, casing-in by hand, book repairer, gathering machine operator, assistant on sticher and coverer; \$36, assistant sheetman, board cutter, smashing machine operator, builder in, coloring edge, assistant folding machine operator; \$35, paring machine operator; \$34, sheet straighteners; \$30, hand gluer up, pasting off by hand, casing-in machine assistants; \$26, head gold layer; \$24, gold layer; all extras to remain as on the present scale, every shop having six men or less to have one stamper's apprentice, with one extra for every six men, and the book binders shall have one apprentice for every five men, apprentices to receive \$15 the first year, \$20 the second, \$25 the third, and \$30 the fourth.

Fine Time for Vamps

Publisher—I think your book might go if you had a more up-to-date heroine.

Bestseller—That sounds like a good idea. I'll revamp it.—*Life*.

Among the Publishers

A Week's Gleanings of Book-trade News

ANOTHER BOOK displayed during Music Week was Esther Singleton's "The Orchestra and Its Instruments" (Brentano).

FRANK SWINNERTON says that "They Went" (Dodd, Mead) was one of the most extraordinary books of the year in England.

THE TENTATIVE title of Mrs. Larz Anderson's new book is "Her Lost Love Letters." It has an appreciative foreword by Basil King (Page).

THE ROYAL CANADIANS, now no longer the North West Mounted Police, are the center of action in the latest novel of Ethel and James Dorrance, "Get Your Man" (Macaulay).

VITAMINES are now being as hard worked by the press as calories were but a few years ago. Most reliable information about these mysterious factors of human food without which man sickens and eventually dies is to be had in a recent Dutton publication, Dr. Benjamin Harrow's "Vitamines."

THE LATEST ADDITION to Lippincott's *Children's Classics Series* is "The King of the Golden River" bound in one volume with "Dame Wiggins of Lee and Her Seven Wonderful Cats" and illustrated in color by Maria L. Kirk.

PROFESSOR ALBERT EINSTEIN delivered the first of a series of four lectures at the College of the City of New York this week before the Faculty and their guests. The distinguished scientist's own account of "Relativity" has just been sent to press for the second time by Henry Holt and Company.

HUEBSCH HAS just published the poems of Wilfred Owen. When the book was published in England, Middleton Murry, of the London *Nation and Athenaeum*, wrote: "Here in thirty-three brief pages is the evidence that Wilfred Owen was the greatest poet of the war."

THE LAST PUBLIC message of John Burroughs was a tribute to his old friend W. D. Howells which was read at the Howells' Memorial ceremonies of the American Academy of Arts and Letters held in New York, only a few weeks before Mr. Burroughs' own death. Both men left unpublished manuscripts, Mr. Burroughs of two books on outdoor subjects, and Mr. Howells of the novel, "The Vacation of the Kelwyns" which Harper & Brothers brought out some months ago.

STACY AUMONIER's new collection of short stories, "The Golden Windmill" was ready on April 19th.

ARTHUR MASON, author of "The Flying Bo'sun" (Holt), is preparing to leave New York shortly for a visit to his old friends, the various ports of South America, to be gone four months.

SELDOM is a book's appearance more timely than that of "Revolution" by J. D. Beresford, author of the "Jacob Stahl" trilogy, to be published by the Putnams early in May. The novel is a forecast of social disruption in England.

THAT THE DRAMATISTS of Europe have been part of a steady development which has reached its height and is now disintegrating is the contention of Miss Storm Jameson in "Modern Drama in Europe" which Harcourt, Brace and Company have just published.

THE PRESENT craze for South Sea literature together with the appearance of Frederick O'Brien's new book, "Mystic Isles of the South Seas" make that faraway, enchanting land of Tahiti a quite general topic of conversation these days. Few of us know, however, that by those who live there Tahiti is pronounced "Tity" (long i)—to rhyme quite perfectly with nightie.

WILLIAM LYON PHELPS, in reviewing Dostoevsky's "The Friend of the Family" (Macmillan), in the *New York Post Literary Review* last week, said, "This is the twelfth and final volume in the novels of Dostoevsky, translated by Constance Garnett; and we must congratulate her on the completion of her task and congratulate as well the English-speaking world. For the first time these mighty works of genius are all accessible in English and translated by one who was foreordained for the purpose. Great translators are rarer than great creative writers; the requirements are an absolute knowledge of two languages, a conscientious fidelity to accuracy, and an instinctive feeling for the right word and the right phrase. To see how admirable the work of Mrs. Garnett is one has only to compare her translations of Turgenyev and Tolstoi with other versions. Those who do not yet know their Dostoevsky have a great experience coming to them. I advise them to read him in the following order: First, 'Crime and Punishment'; second, 'The House of the Dead'; third, 'The Idiot.' If they have survived thus far they will then be ready to read Dostoevsky's masterpiece, 'The Brothers Karamazov,' which plumbs depths and reaches heights known to no other novelist in the world."

Changes in Prices

ISAAC PITMAN & SONS

History and Economics of Transport, Kirkaldy, \$5.00.
 Arithmetic of Telegraphy and Telephony, Herbert, \$2.00.
 Electro Deposition of Copper, Denny, \$1.00.
 Steam Locomotive Construction, Ahrons, \$1.00.
 Advanced Accounts, Carter, \$4.00.
 Principles and Practice of Commerce, Stephenson, \$4.00.
 English-German Mercantile Correspondence, Pitman, \$2.00.
 Junior Woman Secretary, Davis, 8c.
 Alternating Current Work, Maycock, \$4.00.
 Dictionary of Typewriting, Etheridge, \$3.00.
 Carpentry and Joinery, Fletcher, \$4.00.
 The Runaway Airship and Other Tales, Pitman, 70c.
 Pitman's Shorthand Drill Exercises, 35c.

George H. Mifflin

The following resolution has been adopted by the Boston Booksellers' Association:

WHEREAS: It has been the will of All-wise Providence to remove from earthly activity George Harrison Mifflin, the honored President of Houghton Mifflin Company, be it therefore

RESOLVED: That the members of the Boston Booksellers' Association feel keenly the loss of one who has long been the leading personage among those engaged in the book-producing and book-distributing interests of our section. Cultured scholar, polished gentleman, wide-visioned man of affairs, genial host, kind neighbor, his was the good fortune to combine a noble mind with a winsome and commanding presence. Representing the best traditions of New England and as worthy as welcome a companion of the most talented members of the literary and artistic craft, he honored the calling to which he had given the many years of his mature life, happily active until the end.

RESOLVED: That our deep sympathy be extended to the family and professional associates of the strong man who has gone, whose memory should inspire each of us to try to be a credit to his work.

THE BOSTON BOOKSELLERS' ASSOCIATION.

By its Committee:

WARREN F. GREGORY,
 VERNOR M. SCHENCK.

Given at Boston this twelfth day of April, in the year nineteen hundred and twenty-one.

The Fair Trade Bill

REPRESENTATIVE M. Clyde Kelly, of Pennsylvania, has introduced into the new Congress the bill known as "The Stephens-Kelly Bill," whose purpose it is to obtain a fair opportunity for identified merchandise in the open field. The American Fair Trade League will give full support to this effort. The book-trade is among those particularly interested in the passage of this bill, as it is intended to give aid to makers of identified merchandise and to enable them to develop their market without fear of their

reputation being used in general cut-pricing to aid the sale of unidentified merchandise.

Active Membership Campaign

AN aggressive campaign for increasing the membership in the American Booksellers' Association has been launched for the pre-convention weeks by Eugene L. Herr, of Lancaster, President of the Association, and John G. Kidd, of Cincinnati, Chairman of the Membership Committee. Mr. Herr has asked forty-four members in different parts of the country to serve as agents for the Membership Committee, and has written, asking them to co-operate in bringing the important work of the Association to the attention of people in their locality, with the hope that each agent may find from two to four new members for the Association. A new roster of present members has been sent out, in order that this canvass may be directed toward those not now members.

The Association is now coming to its twenty-first birthday, and during that time it has seen the trade solidified and become aggressive with new spirit and new power. There is a general confidence in the future of the book-trade that has not existed for years, and this spirit has been largely developed by the togetherness of the trade. The plea for membership thus put forward ought to receive a prompt response from booksellers who are interested in the future of the business, and who appreciate what organization has done and can do for the business.

Periodical Notes

AUGUST SCHERL, widely known in Germany as the pioneer of "American journalism," is dead at the age of 72. He was founder of the *Lokal Anzeiger*, *Die Woche* and other periodicals. Without ever having visited the United States he introduced what passed as the American style of journalism. In this he was aided by von Kupfer and others who had served an apprenticeship in America.

Beginning with the May issue, Glenn Frank will assume complete editorial direction of the *Century Magazine*. The assistant editor will be Max Alely. The form of the magazine is to be changed, specially manufactured paper, and larger and more open type being used. The same cover, resembling leather, will be used each month.

Business Notes

WASHINGTON.—Fred E. Woodward, head of the book department of Woodward & Lothrop, the Washington department store, was one of the committee on arrangements in the celebration that the firm and its employees had on April 9th, attended by eighty-one members of the organization who had been with the firm twenty years. S. W. Woodward and A. M. Lothrop founded the business forty-one years ago.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); O (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adam, Z. [Adam Zakrzewski]

Historio de esperanto; 1887-1912. 144 p. O Phil., Peter Reilly pap. 60 c.

Bible

The Bible and the scriptural ground of divorce forgery by A Churchman. 135 p. O (Library of religious thought) [c. '21] Bost., Badger \$1.50 n.

Bland, John Otway Percy

China, Japan and Korea. 10+327 p. front. pls. O '21 N. Y., Scribner \$5 n.

A study of the Far East which is divided into two parts, first: Historical survey; second: Studies and impressions. The author spent more than thirty years in China in an executive capacity.

Bouquet, Alan Coates

Is Christianity the final religion; a candid enquiry with the materials for an opinion. 10+350 p. D '21 N. Y., Macmillan \$4 n.

Bradford, George W.

Wayside lyrics. 52 p. D c. Bost., The Stratford Co. bds. \$1.25 n.

Verses of the out-of-doors, together with a few translations from the Chinese.

Bruce, Philip Alexander

History of the University of Virginia; 1819-1919; the lengthened shadow of one

man; 4 v.; centennial ed. various paging fronts. O [c. '20] N. Y., Macmillan \$18 n.

The account of Thomas Jefferson's activities as an educational reformer and promotor of public instruction.

Burkitt, Robert, tr.

The hills and the corn; a legend of the Kekchi Indians of Guatemala put in writing by the late Tiburtius Kaal and others and tr. in English. various paging pls. O (Univ. of Pa., the Univ. Museum anthropological pub., v. 8, no. 2) '20 N. Y., Appleton pap. \$2 n.

Bush, Mrs. Rebecca Gibbons Tatnall [Mrs. Walter D. Bush]

What and how; a practical cook book for every day living. 350 p. O [c. '20] Wilmington, Del., Greenwood Bk. Shop \$2.50 n.

Recipes for from four to six persons.

Carter, Carrie Giles, ed.

The life of Chauncey Giles; as told in his diary and correspondence; compiled and ed. by his daughter. 478 p. front. (por.) O '20 Bost., Massachusetts New-Church Union, 134 Bowdoin St. \$4

The biography of Mr. Giles, who occupied during his lifetime important pastorates in Cincinnati, Philadelphia and New York.

American Institute of Mining and Metallurgical Engineers

Pyrometry; the papers and disoussion of a symposium on pyrometry held by the American institute of mining and metallurgical engineers at its Chicago meeting, Sept., 1919; in co-operation with the National research council and the National bureau of standards. 6+701 p. il. diags. O '20 N. Y., Am. Inst. of Mining & Metallurgical Engineers, 25 W. 39th St. ¼ leath. \$6

Axelrad, Philip

Bogatul si sigurul sumadas sau micul constabil cu un adaos de socoteli pentru lefuri si procente. [a ready reckoner in the Roumanian language]. 126 p. tabs. S [c. '19] N. Y., Biblioteca Romana, 72 Greenwich St. pap. 60 c.

Conner, Samuel Dicken, and Fergus, Ernest Newton

Borax in fertilizers; pt. 1, Borax to corn; pt. 2, American vs. German potash salts. 15 p. charts il. tabs. O (Bull. no. 239) '20 Lafayette, Ind., Agricultural Experiment Station pap. gratis

Bateman, Harry

Stability of the parachute and helicopter. 11 p.

diags. Q (U. S. Advisory committee for aeronautics; report no. 80) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Beal, A. F.

Jewelers' and silversmiths' weights and measures; 2nd ed.; a rev. and enl. ed. of Bu. of Standards circular no. 43 [1st ed.], issued Nov. 1, 1913; entitled The metric carat. 46 p. tabs. diags. O (Dept. of Commerce, Bu. of Standards, circular no. 43) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Bergen County Historical Society

Addresses, membership roll; semi-annual meeting. 72 p. il. O (Proceedings no. 13) '21 Hackensack, N. J., Bergen Co. Hist. Society pap. \$1

Branner, John Casper

Outlines of the geology of Brazil to accompany the geologic map of Brazil; [reprinted from the Bull. of the Geological society of America, v. 30; 2nd ed.], 150 p. il. pls. fold. map diags. O '20 N. Y., Geological Society of America, 15 W. 77th St. pap. \$3.35 n.

Carter, Thomas

The story of the New Testament; introd. by Fitzgerald S. Parker. 205 p. (2 p. bibl.) D c. '20 Nashville, Tenn., Pub. House of the M. E. Church, South 90 c. n.

Cherrington, Ernest Hurst

The evolution of prohibition in the United States of America; a chronological history of the liquor problem and the temperance reform in the United States from the earliest settlements to the consummation of national prohibition. 384 p. O [c. '20] Westerville, O., The American Issue Pub. Co. pap. \$1; \$1.35

The author is general secretary of the World league against socialism.

Clary, Ace Leland

Hobo limited; [the latest and most humorous train and tramp stories]. 6+60 p. por. D [c. '21] Temple, Tex., R. O. Gresham 40 c.

Clemens, William Montgomery

Button Gwinnett; man of mystery; member of the Continental Congress; signer of the Declaration of Independence; president of the Provincial Council of Georgia; a brief biographical review. 13 p. O '21 Pompton Lakes, N. J., [Author] pap. \$2.50 [200 copies]

The Clemens genealogical chart book. no paging forms O '21 Pompton Lakes, N. J., [Author] pap. \$1

Collingwood, Herbert Winslow

Hope farm notes; reprinted from *The Rural New Yorker*. 234 p. D c. N. Y., Harcourt, Brace & Co. \$2 n.

Twenty-five articles which have appeared in the *Rural New Yorker* from time to time, covering a period of about 20 years.

Collis, Edgar Leigh, and Greenwood, Major

The health of the industrial worker; with a chapter on reclamation of the disabled by Arthur J. Collis; and an introd. by Sir George Newman. 19+450 p. il. O '21 Phil., Blakiston \$7 n.

Cook, Melville Thurston

College botany; structure, physiology and economics of plants. 10+392 p. front. il. O c. '20 Phil., Lippincott \$3 n.

Dane, Clemence

A bill of divorcement; a play. 143 p. D c. N. Y., Macmillan \$2 n.

Delbridge, Charles Lomax

Delbridge kilos and pounds tables; showing the equivalent weights of kilos and pounds; [sheet]. 10 x 13 inches c. '20 St. Louis, Mo., The Delbridge Co. \$1

Donahey, Mary Dickerson

Tales to be told to children. no paging col. il. Q c. '20 Chic., Albert Whitman & Co., 323 W. Randolph St. \$2 n.

Dunn, Lucius Claude

Storage battery manual; including principles of storage battery construction and design; with the application of storage batteries to the naval service. 4+391 p. front. il. (part col.) diagrs. O c. '20 Annapolis, Md., U. S. Naval Inst. \$7 n.

Eliot, Samuel A., jr., ed.

Little theatre classics; v. 3; [Bushido; The old wife's tale; Pericles; The duchess of Pavy]. 6+230 p. front. D c. Bost., Little, Brown \$2 n.

These plays have notes and full stage directions.

Emerson, Charles Phillips

Essentials of medicine; a text-book of medicine for students beginning a medical course; for nurses and for all others interested in the care of the sick; il. by the author; 4th ed. rev. 7+401 p. O (Lippincott's nursing manuals) c. '20 Phil., Lippincott \$3 n.

Farina, Salvatore

Farina fra le corde d'un contrabasso; ed. by Elsie Schobinger and Ethel Preston. 7+122 p. (1 p. bibl.) S (Italian ser.) [c. '21] Chic., Univ. of Chic. Press \$1.40 n.

Chicago Plan Commission

Ten years work of the Chicago Plan Commission, 1909-1919; a resumé of the work on the plan of Chicago. 69 p. il. pers. plans (part fold.) O '20 Chic., Chicago Plan Commission pap. 50 c.

Clark, Tallafiero, and Butler, Harry B.

Children's teeth; a community responsibility; a practical plan for organizing protective and remedial measures. 19 p. forms pl. O (Treasury Dept., U. S. Public Health Service) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Coal (The) catalog; combined with Coal field directory for the year 1920; latest ed. 1700 p. tabs. pls. Q '20 Pittsburgh, Pa., Keystone Consolidated Pub. Co. \$10 [subs. only]

Crook, A. R.

Guide to the mineral collections in the Illinois state museum. 21+204 p. il. tabs. pls. (part. col.) diagrs. O (Dept. of registration and education) '20 Springfield, Ill., State Museum apply

Downing, Hugh Urquhart

Consolidation of Downing's Annotation to the Georgia code; embracing references to the public laws of 1910 to 1919, inclusive, and volumes 96 to

148, inclusive, of Georgia reports, and volumes 1 to 23, inclusive, of Georgia Court of appeals reports, and some subsequent Georgia cases in the South-eastern reporter. 476 p. O c. '20 Columbus, Ga., H. U. Downing \$7.50 n.

Duddlestone, Benjamin Harrison

The modified rag doll and germinator box. 12 p. il. pl. O (Agric. experiment station bull. no. 236) '20 Lafayette, Ind., Purdue Univ. pap.

Du Pont, Henry Algernon

The story of the Huguenots, as contained in two addresses made before the Hugenot societies of South Carolina and Pennsylvania. 3+62 p. O c. '20 Cambridge, Mass., The Riverside Press bds. priv. pr.

Esch, John Jacob

Address of Hon. John J. Esch; on the occasion of the dinner at the Waldorf-Astoria hotel, New York, on Monday evening, Dec. 13, 1920; given in honor of S. Davis Warfield. [Subject: Railroad of U. S. and state; Transportation act, 1920.] 17 p. O '20 Balt., Nat. Assn. of Owners of Railroad Securities pap. gratis

Fauley, Wilbur Finley

Queenie; the adventures of a nice young lady; front. by G. W. Gage. 8+306 p. D [c. '21] N. Y., Macaulay \$1.75 n.

A story of an old house of mystery in New York, and the adventures which a young girl encountered in it.

Flammarion, Camille, i. e., Nicolas Camille

Death and its mystery; before death; proofs of the existence of the soul; tr. by E. S. Brooks. 322 p. O c. N. Y., Century Co. \$3 n.

The first of three volumes which are to be published on the subject of life after death.

Flanagan, Luke

Science in fire-fighting. 291 p. D c. '20 N. Y., S. L. Parsons & Co., 45 Rose St. \$3

Freeman, John

Poems, new and old. 15+317 p. O N. Y., Harcourt, Brace & Co. \$3 n.

Gad, Carl

Johan Bojer, the man and his works; tr. from the Norwegian by Elizabeth Jelliffe Macintire; with an introd. by Llewellyn Jones, and critiques by John Galsworthy, Joseph Hergesheimer, James Branch Cabell and Cecil Roberts. 260 p. front. (por.) D c. '20 N. Y., Moffat, Yard & Co. \$2.50 n.

Goff, A., and Fawcett, Hugh A.

Macedonia; a plea for the primitive; with il. by Hugh Fawcett. 17+373 p. col. front. pls. O '21 N. Y., J. Lane \$6 n.

A study of the people and their customs.

Goodale, Stephen Lincoln, comp.

Chronology of iron and steel; ed. by J. Ramsey Speer. 274 p. nar. S c. '20 Pittsburgh, Pa., Pittsburgh Iron and Steel Foundries Co. leath. \$5

A history of iron and steel which dates from prehistoric times down to the present day. The compiler is professor of metallurgy, Univ. of Pittsburgh.

Gray, Joslyn

Bouncing Bet. 230 p. front. pls. D '21 c. '18-'21 N. Y., Scribner \$1.75 n.

A story of life in a country town, told for older girls.

Gregory, Jackson

Desert Valley; with front. by Frank Tenney Johnson. 318 p. D c. N. Y., Scribner \$2 n.

A story of love, adventure, a feud, and bad men of Desert Valley.

Griffin, Roger Castle, ed.

Technical methods of analysis; as employed in the laboratories of Arthur D. Little, Inc. 666 p. il. O (International chemical ser.) [c. '21] N. Y., McGraw-Hill \$6 n.

Haight, George I.

Sketches of America and Americans. no paging front. pls. pors. O c. '20 Chic., Hanson Roach Fowler Co., 104 S. Michigan Ave. \$1.25

Sketches of The Alamo, Plymouth Rock, Red Jacket, George Rogers Clark, John Paul Jones, Sam Houston, Lincoln and others.

Hamilton, Burritt

Practical law; a treatise on business law especially compiled for schools that teach accounting, business practice, office methods, and kindred subjects; rev. and enl. ed. 16+277 p. O c. '20 Battle Creek, Mich., Ellis Pub. Co. \$1

Hammond, John Hays

The engineer. 194 p. S (The vocational ser.) c. N. Y., Scribner \$1.50 n.

Partial contents: The profession of engineering; Advantages and shortcomings; General education; The mechanical, civil, mining, chemical, marine and military engineers [7 chapters].

Hamp, Pierre

People; authorized tr. by James Whitall. 19+206 p. D (The European library) c. N. Y., Harcourt, Brace & Co. \$2 n.

Twenty-two stories of people who work.

Hay, James, jr.

The unlighted house; a novel. 281 p. D c. N. Y., Dodd, Mead \$1.90 n.

A romance of diplomatic life, in which there is woven a murder mystery.

Hearnshaw, Fossey John Cobb, ed.

Macmillan's historical atlas of modern Europe; a selected ser. of maps illustrative of the recent history of the chief European states and their dependencies. 30 p. col. maps Q '21 N. Y., Macmillan \$2 n.

Hess, Alfred Fabian

Scurvy, past and present. 7+279 p. (14 p. bibl.) il. pls. diags. O c. '20 Phil., Lippincott \$4 n.

Fisk, Harvey Edward

The Dominion of Canada; its growth and achievement; its relation to the British Empire; its form of government; its natural and developed resources; its home and foreign trade; its national finances; its banking and currency system; and its railroads and its shipping. 174 p. tabs. D c. '20 N. Y., The Bankers Trust Co. bds. gratis

Goodyear Tire and Rubber Co.

Goodyear card truck tire repair manual 5+43 p. il. O [c. '20] Akron, O., The Goodyear Tire & Rubber Co. pap. gratis

Goodyear passenger car tire manual. 5+64 p. il. O [c. '20] Akron, O., The Goodyear Tire & Rubber Co. pap. gratis

Guaranty Trust Company of New York

Digest of the Federal reserve act; including amendments to April 13, 1920. 35 p. D c. '20 N. Y., Guaranty Trust Co. of New York pap. gratis

Haines, Charles Grove

The movement for the reorganization of state administration. 80 p. (3 p. bibl.) O (Government research ser. no. 17; Bull. 1848) Austin, Tex., Univ. of Texas pap. gratis

Harper, Roland McMillan

Resources of southern Alabama; a statistical guide for investors and settlers; with an exposition of some of the principles of economic geography. 152 p. il. map tabs. diags. O (Special report no. 11) '20 University, Ala., Geological Survey pap. gratis

Higbee, Frederick Goodson

Descriptive geometry problems. no paging pls. F c. N. Y., Wiley \$1.50 n.

Howe, Frederick Clemson

Denmark; a cooperative commonwealth. 9+203 p. D c. N. Y., Harcourt, Brace & Co. \$2 n.

An interpretation of the progress made by Denmark in scientific agriculture, in organized co-operation, in education and in politics.

Irvine, Albert

How the Makah obtained possession of Cape Flattery; tr. by Luke Markistun. 11 p. S (Indian notes and monographs; a ser. of pub. relating to the Am. aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Iyenga, Tayolichi, and Sato, Kenoske

Japan and the California problem. 6+249 p. (7/4 p. bibl.) O c. N. Y., Putnam \$2.50 n.

Partial contents: Japanese traits and philosophy of life; Japan's Asiatic policy; Background of Japanese emigration; Causes of anti-Japanese agitation; Facts about Japanese in California. Mr. Iyenga is professorial lecturer in the Dept. of political science, Univ. of Chicago.

Jelliffe, Smith Ely

The technique of psychoanalysis; 2nd, rev. and enl. edition. 171 p. diagraphs. O (Nervous and mental diseases monograph ser. no. 26) c. '20 Wash., D. C., Nervous and Mental Disease Pub. Co. pap. \$2.50 n.

Kahn, Allen Ray

Sugar; a popular treatise. 78 p. il. tabs. D c. Los Angeles, Cal., U. S. Sugar Pub. Co., 102 W. 2nd St. \$2 n.

Partial contents: Sugar consumption and production; The carbo-hydrate sugar; Beet sugar vs. Cane sugar; Popular sugar chemistry; Who's who in the beet sugar business; Cane sugar refineries of the United States.

Hoagland, Ruth A.

Polychaetous annelids collected by the United States fisheries steamer "Albatross" during the Philippine expedition of 1907-1909. various paging pls. O (Smithsonian Inst., U. S. Museum, bull. 100, v. 1, pt. 2, contrib. to the biology of the Philippine archipelago and adjacent regions) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hoffer, G. N., and Wiancko, A. T.

Testing seed corn. 12 p. il. pl. O (Dept. of agric. extension bull. no. 97) '21 Lafayette, Ind., Purdue Univ. pap.

Homon, Harry Britton

The purification of creamery wastes. 87 p. tabs. pls. (part fold.) O (Treasury Dept., U. S. Public Health Service; Pub. Health bull. 109) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Jones, Walter B.

Statistics of the mineral production of Alabama for 1917; compiled from the mineral resources of the United States. 127 p. tabs. O (Bull. no. 21) '20 University, Ala., Geological Survey pap.

Larrimer, Walter Harrison

The Hessian fly in Indiana. 8 p. il. map O (Circular no. 95) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Lingelbach, William E., comp.

Economic aspects of the war; selected source material dealing with the economic aspects of the war; Effect of the war on the supply of labor and

Keith, Arthur Berriedale

Dominion home rule in practice. 64 p. O (The world of today) '21 N. Y., Oxford Univ. Press \$1

Kempf, Edward John

Psychopathology. 28+762 p. (2 p. bibl.) front. il. O c. '20 St. Louis, Mo., C. V. Mosby Co. \$9.50 n.

Kenilworth, Walter Winston

Practical occultism. 308 p. O [c. '21] Bost., Badger \$2.50 n.

Partial contents: Psychic development and mental therapeutics; The science and secret of hypnotism; Business and concentration; Changing your environment.

Long, Harland William

Motherhood; a practical guide for the newly married; including determination of sex, prenatal influence, etc. 195 p. O (Rational sex ser.) [c. '21] Bost., Badger \$3 n.

Ludovici, Capt. Anthony M.

Too old for dolls; a novel. 5+364 p. D c. N. Y., Putnam \$2 n.

A story of a flapper.

Lynde, Francis

The fire bringers. 8+284 p. front. D c. N. Y., Scribner \$2 n.

A story of modern American life.

McCoid, Arthur Belleville

Husbands and wives. 270 p. D [c. '21] Chic., St. Hubert Pub. Co., 30 N. Dearborn St. \$2 n.

Essays of love, marriage, companionship, habit, home, thrift and other subjects which have to do with successful married life.

McCormick, Virginia Taylor

Star-dust and gardens. [verse] 3+77 p. D c. '20 N. Y., Brentano's [Ag'ts] \$1.50 n.

capital by Ernest L. Bogart. 16 p. charts O (Historical outlook reprints, no. 8) Phil., McKinley Pub. Co. pap. 20 c.

Lodge, Henry Cabot

The Pilgrims of Plymouth; an address at Plymouth, Mass., Dec. 21, 1920, on the 300th anniversary of their landing; with a poem by Le Baron Russell Briggs; [title of poem 1620-1920]. 35 p. O (U. S. 66th Cong., 3rd sess., Senate doc. 351) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Lowe, Ephraim Noble

Road-making materials of Mississippi. 139 p. il. map tabs. O (Bull. no. 16) '20 Jackson, Miss., State Geological Survey gratis

Lundberg, Emma O., and Lenroot, Katherine F.

Illegitimacy as child-welfare problem; pt. 2, Study of original records in Boston and in Massachusetts. 408 p. il. map. O (Dependent, defective, and delinquent classes ser. 10; Bu. pub. 75) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

Marshall, Charles Edward, ed.

Microbiology; a textbook of microorganisms, general and applied; 3rd ed.; rev., enl.; [by twenty-five eminent contributors]. 28+1043 p. il. O [c. '21] Phil., Blakiston \$4 n.

Mather, Kirtley Fletcher

Oil and gas resources of the Northeastern part of Sumner Co., Tennessee. 39 p. tabs. fold. map O (Bull. 24) '20 Nashville, Tenn., State Geological Survey pap.

McGeary, Robert E.

Self instructor for bugle. 36 p. music obl. Tt (The Yankee Doodle method simplified) [c. '20] Corona, L. I., N. Y. [Author], 88 Darvall St. pap. 50 c.

Self instructor for drum. 35 p. music obl. Tt (The Yankee Doodle method simplified) [c. '20] Corona, L. I., N. Y. [Author] pap. 50 c.

Self instructor for fife. 47 p. music obl. Tt (The Yankee Doodle method simplified) [c. '20] Corona, L. I., N. Y. [Author] pap. 50 c.

McMaster, James Smith

McMaster's irregular and regular commercial paper; a treatise on the law of notes, checks and drafts; with text of the Negotiable instruments law; il. by fac-simile instruments; clear, simple, complete; new and enl. ed. 534 p. il. forms obl. Ff [c. '20] N. Y., The McMaster Co., 37 W. 39th St. \$8

Partial contents: Definitions and meaning of terms; Law of commercial paper; Usual forms of commercial paper; Paper, irregular, non-negotiable or void. Index.

Mariano, John Horace

The Italian contribution to American democracy; with an introd. by Hon. F. H. La Guardia. 10+317 p. (6¼ p. bibl.) front. (map) tabs. D [c. '21] Bost., Christopher Pub. House \$3 n.

A survey of the sociological and economic conditions that exist to-day in the largest Italian-American centers of America. The book is designed for Americanization workers.

Melden, Charles M.

From slave to citizen; [introd. by W. P. Thirkield.] 271 p. D [c. '21] N. Y. and Cin., Methodist Bk. Concern \$1.75 n.

A discussion of the negro problem of the central and far South of America.

Mendez, Santiago, and others

Reports on the Maya Indians of Yucatan; ed. by Marshall H. Saville. various paging (2 p. bibl.) S (Indian notes and monographs, v. 9, no. 3; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Maxted, Edward

Ammonia and the nitrides; with special reference to their synthesis. 8+116 p. il. D '21 Phil., Blakiston \$2 n.

Miller, Shackelford

Kentucky appellate practice and forms. 330 p. D c. '20 Louisville, Ky., The Baldwin Law Bk. Co. \$6.50

Munroe, Charles Edward

Regulation of explosives in the United States; with especial reference to the administration of the Explosives act of Oct. 6, 1917. 45 p. tabs. forms O (Dept. of the Interior, U. S. Bu. of mines, bull. 108) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Merivale, Philip

The wind over the water; [a play.] 50 p. D (The contemporary ser.) c. '20 Bost., Four Seas bds. \$1 n.

The scene of the play is laid in Iceland in the 12th century.

Merrick, Leonard

A chair on the boulevard; with an introd. by A. Neil Lyons. 13+390 p. D [c. '21] N. Y., Dutton \$1.90; \$2.50 limited ed. [1500 copies]

Twenty short stories of Paris.

Miller, Lina D.

Directory of social agencies; formerly the New York Charities directory; 13th ed., 1921; a reference book of social service in or available for Greater New York. 53+407 p. S [c. '21] N. Y., Charity Organization Society, 105 E. 22nd St. \$2

Moyer, James A.

Gasoline automobiles; [the essential principles of automobile construction and operation.] 261 p. il. O [c. '21] N. Y., McGraw-Hill \$2 n.

Mumford, Edith E. Read

The dawn of religion in the mind of the child; a study in child life. 11+111 p. D ['16-'21] N. Y., Longmans, Green \$1.25 n.

Munson, Francis Merton

Hygiene of communicable diseases; a handbook for sanitarians, medical officers of the army and navy and general practitioners. 15+793 p. (5 p. bibl.) il. O c. '20 N. Y., Paul B. Hoeber \$5.50 n.

O'Connell, George Francis

Melody. [verse] 94 p. S c. '20 N. Y., Devin-Adair \$1.75 n.

Olmstead, Florence

This little world. 277 p. D c. N. Y., Scribner \$2 n.

A story of a little Georgia town.

O'Neill, Eugene Gladstone

The Emperor Jones; Different; The straw. [plays] 10+285 p. D [c. '21] N. Y., Boni & Liveright bds. \$2 n.

Osgood, Ellen L.

A history of industry. 7+430 p. il. pls. maps D [c. '21] Bost., Ginn \$1.72 n.

This book is intended to furnish material for a five-period course running thru the year in the high school.

Nebraska, Constitution

Constitution of Nebraska; comp. and distributed under the authority of D. M. Amsberry, secretary of state; 2 v. 39 p. O '20 Lincoln, Neb., The Kline Pub. Co. buck \$15

New York [City] Public Library

Latin-American periodicals current in the reference department of the New York public library; reprinted from the Bull. of the New York public library of Sept., 1920. 7 p. O N. Y., The New York [City] Public Library pap. 5 c.

Park, William Hallock, ed.

Public health and hygiene in contributions by eminent authorities. 17+884 p. il. diagrs. O '20 Phil., Lea & Febiger \$10 n.

Pagé, Victor Wilfred

Modern welding methods; oxy-acetylene, thermit, electric arc and resistance; a complete treatise on the art of joining metals based on data furnished by the leading authorities on this subject; considers fully the latest practice in the use and practical application of the oxy-acetylene welding and cutting torch; the spot, butt and arc systems of electric welding; the utility of the Goldschmidt thermit process, and also includes notes on forge welding, brazing, and soldering and heat treatment of steel; a valuable, reference and textbook for students and practical mechanics; written in simple non-technical language and well il. by numerous specially made engravings. 292 p. tabs. pls. diagrs. plans O c. '20 N. Y., Henley \$3

Pain, Barry

Marge Askinforit; [a skit on the Margot Asquith memoirs.] 93 p. D '21 N. Y., Duffield pap. \$1

Paton, Stewart

Human behavior; in relation to the study of educational, social, and ethical problems. 465 p. O c. N. Y., Scribner \$7.50 n.

Partial contents: The personality; Habit-formation; Involution of the personality; Methods of studying the personality; The study of man in relation to the progress of civilization. Index.

Pearson, Francis Bail

The teacher. 142 p. S (The vocational ser.) c. N. Y., Scribner \$1.50 n.

A discussion as to the training and personality of one who wishes to enter this profession.

Rantamäki, John Elenius

"Sven-duuva" nuorempi; pieni romanssi suomalaisen "Nahkapojan" seikkailuista maailmansodan pyörteissä; kuvittanut James Lavery. 173 p. il. D c. Cleveland, O. [Author], 197 E. 105th St. pap. 50 c.

A romance of a foreign born soldier who served with the American army in France. The book is written in Finnish and is designed to aid in Americanization work among Finnish citizens.

Rathenau, Walther

The new society; authorized tr. by Arthur Windham. 147 p. D (The European library)

Philips, Allen Griffith

Housing farm poultry. 22 p. il. pls. plans diagrs. O (Purdue Univ. circular no. 98) Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Postum Cereal Co.

A trip through Postumville; where Postum cereal, Instant postum, Grape-nuts, Post toasties, etc., are made. no paging front. (por.) il. pls. (part col.) front. Q [c. '20] Battle Creek, Mich., Postum Cereal Co., Inc. bds. gratis

Price, Walter Allen

Bees and their relation to arsenical sprays at blossoming time. 15 p. il. tabs. O (Bull. no. 247) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Proctor and Gamble Co.

Honor roll; the Proctor and Gamble Co.; [2nd ed.,

'21 N. Y., Harcourt, Brace & Co. \$1.60 n.

A study of the new society of Germany emerging out of the war.

Rehberger, George Edward

Lippincott's quick reference book for medicine and surgery; a clinical, diagnostic and therapeutic digest of general medicine, surgery and specialties, culled extensively and intensively from modern literature and systematized. 962 p. col. fold. front. il. pls. (part col.) fold. tab. O c. '20 Phil., Lippincott \$15 n.

Robbins, Charles Leonidas

The socialized recitation. 108 p. D c. '20 Bost., Allyn & Bacon \$1

Roberts, Richard

The untried door; an attempt to discover the mind of Jesus for today. 12+174 p. D c. N. Y., The Womans Press bds. \$1.50 n.

Robinson, William

The English flower garden and home grounds; design and arrangement followed by a description of the plants, shrubs and trees for the open-air garden and their culture; il. with many engravings on wood; 13th ed. 12+796 p. il. pls. O '21 N. Y., Scribner \$7.50 n.

Roe, Vingie E.

Val of Paradise. 253 p. col. front. D c. N. Y., Dodd, Mead \$2 n.

A story of life, love and adventure in the far Southwest, on the Mexican border.

Ruskin, John

The king of the Golden River; and Dame Wiggins of Lee and her seven wonderful cats; il. in col. by Maria L. Kirk. 72 p. col. front. col. pls. D (The children's classics) c. Phil., Lippincott 75 c.

Saville, Marshall Howard

Bibliographic notes on Uxmal, Yucatan. 9+131 p. pls. (part fold.) S (Indian notes and monographs, v. 9, no. 2; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

including men who were in the American or Canadian armies]. 90 p. pors. Q '20 Cin., The Proctor & Gamble Co. pap.

Rice, O. S., comp.

Wisconsin Memorial Day annual, 1921. 51 p. pls. music O '21 Madison, Wis., Dept. of Public Instruction pap.

Sanders, James Glossbrenner, and De Long, Dwight Moore

Four papers on homopterous insects; 1. Descriptions and figures of eleven confused species of deltocephalus infesting grasses; 2. Five new species of cicadellidae; 3. New American records and notes of cicadellidae; 4. Six species of deltocephalus with notes and photomicrographs. 21 p. il. pls. O (Bu. of plant industry, technical ser., bull. no. 1, general bull. no. 346) '20 Harrisburg, Pa., Pennsylvania Dept. of Agriculture pap.

Sawvel, Franklin B.

Logan, the Mingo. 110 p. (1½ p. bibl.) front. (por.) pls. O [c. '21] Bost., Badger \$1.50 n.

A story of the North American Indian who was brought up by the Oneidas, a tribe of the Iroquois.

Schmidt, George Thomas

The Church and the problems of to-day. 165 p. D c. N. Y., Benziger Bros. \$1.50 n.

Essays on vital subjects of the day addressed to Roman Catholics.

Scott, Catherine Amy Dawōn

The headland; [a novel]. 320 p. D [c. '21] N. Y., Knopf \$2.50 n.

Scott, Coral Frances

Life's overtones. [verse] 40 p. D c. Bost., The Stratford Press bds. \$1.25 n.

Seneca, Lucius Annaeus

Octavia; with introd. and notes by Clara Louise Thompson. 77 p. D c. Bost., The Stratford Press \$1 n.

Shakespeare, William

The tempest. 50+116 p. front. (por.) S (The Cambridge Shakespeare) c. N. Y., Macmillan \$1.40 n.

The first volume of the Cambridge edition, which was announced some time ago.

Sheridan, Richard Brinsley

The rivals; ed. by William Lyon Phelps. 109 p. front. (por.) T (Living literature ser.) [c. '20] N. Y., Gregg 60 c. n.

Shumsky-Solomonov, Col. C. M.

Russia's part in the World war. 47 p. maps charts O [c. '20] N. Y., Russian Information Bu., Woolworth Bldg. pap. 35 c.

Sibley, Robert, and Delany, Charles H.

Elements of fuel oil and steam engineering; [a practical treatise on fuel oil for the central station man, the power plant operator, the mechanical engineer and the stu-

dent.] 2nd ed., fully rev., enl. and reset. 466 p. il. O [c. '21] N. Y., McGraw-Hill \$5 n.

The first edition was published in 1918 by the Technical Publishing Co., San Francisco, Cal.

Simons, Algie Martin

Personnel relations in industry. 11+341 p. O c. N. Y., Ronald Press \$3 n.

Partial contents: The changing viewpoint; Standardizing the elements—the job and human nature, [two chapters]; Sources of labor supply; Mental and trade tests; Introducing the new employee; Working environment; Democracy in industry; British experiments in joint management.

Skinner, Alanson Buck

Archeological investigations on Manhattan Island, New York City. various paging (4 p. bibl.) il. pls. fold. maps S (Indian notes and monographs, v. 2, no. 6; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Solano, Maria

Cuentos y lecturas en Castellano. 10+158 p. front. music il. map D [c. '21] Bost., Silver, Burdett & Co. 96 c. n.

A new beginning book in Spanish, for use in either the junior high school or the regular high school.

Staples, Arthur Gray

Just talks on common themes; [Rev. ed.] 14+292 p. O '20 c. '19 Bost., J. Scudney Pub. Co., 8 Beacon St. bds. \$2 n.

Sterling, Ada

Mary Queen of Scots; a drama in verse; in two periods and eight scenes. 10+116 p. O '21 N. Y., Oxford Univ. Press \$1.25 n.

Stine, George F.

The air brush in photography; incorporating a progressive series of lessons. 144 p. front. (por.) il. Q c. '20 Cleveland, O., The Abel Pub. Co., 401 Caxton Bldg. \$3.50 n.

Semmes, Douglas R., and Brantly, John Edward

Petroleum possibilities of Alabama; pt. 1, by Douglas R. Semmes; pt. 2, by J. E. Brantly. 230 p. front. il. fold. maps (part in pocket) fold. diagrs. O (Bull. no. 22) '20 University, Ala., Geological Survey pap. gratis

Silliman, Sue Imogene

Michigan military records; the D. A. R. of Michigan historical collections; Records of the Revolutionary soldiers buried in Michigan; The pensioners of territorial Michigan; and The soldiers of Michigan awarded the Medal of honor. 244 p. front. (por.) pls. pors. O (Bull. 12) '20 Lansing, Mich., Michigan Hist. Society pap.

Skinner, John Harrison, King, Franklin George

Cattle feeding; winter steer feeding. 24 p. il. tabs O. (Bull. no. 249) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Corn silage, the keystone of economical cattle feeding. 11 p. il. tabs. O (Bull. no. 235) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Value of alfalfa hay for fattening cattle. 7 p. il. tab. O (Bull. no. 245) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Spitzer, George, and Carr, Ralph Harold

The efficiency of milk substitutes for calf feed-

ing; [reprinted from Journal of Dairy Science, v. 3, no. 5, Sept., 1920]. 8 p. il. tabs. O (Bull. no. 246) '20 Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Spitzer, George, and Epple, W. F.

Bitterness in evaporated milk; [reprinted from Journal of Dairy Science, v. 3, no. 6, No., 1920]. various paging il. tabs. O (Dept. of Dairy husbandry) Lafayette, Ind., Agricultural Experiment Station, Purdue Univ. pap. gratis

Standley, Paul Carpenter

Flora of Glacier National Park, Montana. various paging pls. O (Smithsonian Inst., U. S. National Museum, contributions from the U. S. Nat. Herbarium, v. 22, pt. 5) Wash., D. C., Gov. Pr. Off., Supt of Doc. pap. 50 c.

Starrett, Vincent

The unique Hamlet; a hitherto unchronicled adventure of Mr. Sherlock Holmes; [a satire on book-collecting]. 39 p. D '20 Chic., Walter M. Hill bds. priv. pr.

Stewart, Frank Mann

Officers, boards and commissions of Texas. 66 p. tabs. fold. chart O (Government research ser. no. 18, Bull. no. 1854) Austin, Tex., Univ. of Texas pap. gratis

Strode, Muriel

A soul's faring. [verse] 167 p. O [c. '21] N. Y., Boni & Liveright bds. \$2 n.

Tesson, Louis

Practical study of French pronunciation. 78 p. D (Natural and rational method) [c. '20] Bost., Four Seas \$1

Thomas, J. H.

When labor rules. 7+197 p. D c. N. Y., Harcourt, Brace & Co. \$2 n.

Partial contents: The England of tomorrow; Labor government and the middle classes; Our colonies and dependencies; The league of peoples. The author is general secretary, National union of railwaymen, Great Britain.

Tittle, Ernest Fremont

What must the Church do to be saved; and other discussions. 166 p. D (The Mendenhall lectures, 6th ser.) [c. '21] N. Y. and Cin. The Abingdon Press \$1.25 n.

Partial contents: The changing conception of God; Jesus Christ, the hope of the world; Christianity and life.

Townsend, Harry Brayton

Leaves from heaven; a message of God; a word from heaven; [spiritualistic message from Clara Townsend sent through Ethel G. Casterline.] 5+76 p. D [c. '21] Bost., The Christopher Pub. House \$1.50

Tryon, Rolla Milton

The teaching of history in junior and senior high schools. 5+294 p. (1 p. bibl.) D [c. '21] Bost., Ginn \$1.48 n.

Tufford, Henry Horace

Better tiremen; a complete training key for the use of the novice or expert. 291 p. il. O [c. '21] Minneapolis, Minn., The Dunwoody Inst. Press \$2

Whitlaw, Charles Digby, and Morrison, Whitelaw Reid

Basket ball; a handbook for coaches and players; with an introd. by Jesse Feiring Williams. 8+231 p. front. pls. diags. D c. N. Y., Scribner \$2 n.

A complete exposition of the tactics and strategy of the game.

Warvelle, George William

Essays in legal ethics; 2nd ed. 10+248 p. D c. Chic., Callaghan & Co. buck. \$5 n.

Zimand, Savel

The open shop drive: who is behind it and where is it going? 61 p. (4¾ p. bibl.) O [c. '21] N. Y., Bureau of Industrial research, 289 4th Ave. pap. 50 c.

Thompson, Wallace

The indictment of President Carranza of Mexico; Yo acuso; [I accuse!]. no paging O '20 N. Y., [Author], 55 W. 44th St. pap. priv. pr. gratis

University of Wisconsin. Dept. of English

Studies; by members of the Dept. of English; [Frank G. Hubbard, Oscar J. Campbell, William E. Leonard and Harry Glicksman]. 144 p. (2¾ p. bibl.) O (Studies in language and literature, ser. no. 2, no. 1) '20 Madison, Wis., Univ. of Wisconsin pap 50 c.

U. S. Bureau of Standards

National safety code for the protection of the heads and eyes of industrial workers. 64 p. il. O (Dept. of Commerce) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

U. S. Children's Bureau

Standards of legal protection for children born out of wedlock; a report of regional conferences held under the auspices of the U. S. Children's bureau and the Intercity conference on illegitimacy; Chicago, Ill., Feb. 16-17, 1920. 158 p. fold. tab. O (Conference ser. no. 3, Bu. pub. no. 77) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

U. S. Dept. of Agriculture

In the open; the national forests of Washington. 78 p. il. fold. map O (Dept. circular 138) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Key to subject index of experiment station literature; rev. Jan. 1, 1921. 4 p. O (States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

U. S. Dept. of Labor. Division of Negro Economics

The negro at work during the world war and during reconstruction; statistics, problems, and policies relating to the greater inclusion of negro wage earners in American industry and agriculture; 2nd study on negro labor. 144 p. il. diags. pls. O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

U. S. Geological Survey

Oil and gas fields of the state of Kansas; prepared under the direction of G. B. Richardson.

1920; base compiled under the direction of I. P. Berthrong, Chief of drafting division, General land office, from official records and other sources, 1912; scale 12m.=1", part. col. 3ft. 2" x 2ft. 4" (Dept. of the Interior) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Relief map of the United States, 1920; scale 1"=50m. 5¼ x 3½ft. (Dept. of the Interior) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

The state of North Dakota; [black and white; scale 2m.=1"] 4ft. x 22-3ft. (Dept. of the Interior) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Topographical maps of the United States. In sheets 16 x 20 inches. Wash., D. C., Off. of Survey pap. ea. 10 c.

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Walter, Arthur

School finances of Monterey Co., California; and The crisis in education. 30 p. charts tabs. diags. O '21 Salinas, Cal., Monterey Co. Teachers' Club pap. gratis

War Camp Community Service

Community service in periodical literature; [a bibliography of references in magazines and periodicals to the work of War camp community service, etc.] 38 p. D '20 N. Y., War Camp Community Service, 1 Madison Ave. pap. gratis

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THE loan exhibition of old prints at the National Arts Club illustrates the history of art at the press from the early German engravings to Timothy Cole.

"The Penman's Paradise," an exhibition of Renaissance and later writing books and examples of fine penmanship, is open to the public at the Grolier Club until May 31.

The report comes from Denmark that the manuscript of Hans Christian Andersen's "The Romance of My Life" is to come to this country, having been purchased by an American collector for \$5000. Neither the Royal or University Library felt like paying this large sum, invaluable tho the work is because only a part of it was published during the author's lifetime.

The final part of the famous library of Dr. Thomas Adkiss Emmet, of this city, was sold at the American Art Galleries, April 13, bringing \$8,131. It consisted largely of prints and autographs, the remnant of material collected for extra-illustrating, and a few extra-illustrated books of a personal nature. The latter were mostly bought by relatives and personal friends of the famous physician. The three published volumes of Stokes' "Iconography of Manhattan" brought \$250.

Selections from the Arbury Library and other purchases in London and Paris, Part VI of the estate of the late George D. Smith, will be sold at the Anderson Galleries, April 28 and 29, by order of his executors. The material for this part was delivered direct from the customs to the catalogers at the auction room and consists of autograph letters, manuscripts and rare books from fifteenth century block woodcuts to the present century. The catalog contains 405 lots, most of which will be of interest to collectors in one field or another.

William Strang, portrait painter and etcher, died in Bournemouth, England, April 13. He won distinction as a portrait etcher, his portraits of Stevenson, Kipling, Hardy and other contemporary authors being very popular among book collectors. Mr. Strang was one of the original members of the Royal Society of Painters-Etchers, displaying his work at the first exhibition of the society, in 1881, and was elected an associate engraver of the Royal Academy when that distinction was revived in 1906. He was a student of Alphonse Legros in the Slade School in London where later he was assistant master in the etching class.

Etchings, engravings and drawings from the estate of James Stillman, the property of Mrs. Frank J. Sprague, Edgar C. Riebe and others, were sold at Delmonico's, under the auspices of the Walpole Galleries, the evening of April 13, bringing \$6,300. Hadley Fitton's "The

Rose Window, Notre Dame," brought \$230, the highest price of the sale. Dry points printed in color by Mary Casset, "The Toilet" and "Mother and Child," each brought \$115, and another "Mother and Child," \$145. Two old views of New York, "New York from We-hawk," and "New York from Brooklyn Heights," engraved by J. Hill, brought \$130 each. Two original water color drawings by Thackeray, designs for the illustrations of "The Book of Snobs," brought \$110 and \$105 respectively. Whistler's "The Limeburner" brought \$190 and "The Black Wharf," \$205. There were several Zorn's, "Auguste Strindberg" bringing \$165.

The library of Matthew Baird, Jr., of Philadelphia, consisting mainly of subscription editions of American, English and French authors, in full levant and morocco bindings, sold at the American Art Galleries, April 12, brought \$29,339. This library contained eighteen more lots than that of Colonel Jacob Ruppert, sold April 14, of last year, and was finer in almost every respect, and yet it brought only a little more than one-half as much, or \$25,116 less, to be exact. The drop hit some of the best sets, for instance, the autograph edition of Bret Harte fell from \$800 to \$340; the edition de luxe of John Fiske from \$500 to \$320; the large paper edition of Nathaniel Hawthorne from \$740 to \$355; a few sets held their own or showed slight advances. The highest price of the sale was \$750 paid for the library edition of John Ruskin's "Works," 39 vols., London, 1903-12; and the Japan paper copy of the Outward Bound edition of Rudyard Kipling's "Prose and Verse," 29 vols., New York, 1897-1920, came next at \$700. The drop in prices was due to two causes: the general deflation of the last twelve months that has hit all but the rarest of books; and, second, the growing discrimination of wealthy buyers who do not particularly fancy doublures and full bindings gorgeously decorated with machine stamped designs. The well edited, printed and illustrated edition of the worthy author will always be in demand and some buyers will prefer to have such sets in fine leather bindings. But the day of the stamped binding as a work of art to be sold for \$50, \$100 and \$500 a volume has passed and let us hope never to return. It showed bad taste and vulgar extravagance and no amount of misrepresentation or humbuggery can, we believe, revive it. In the interest of the art of book binding, book collecting and bookselling generally let us rejoice that this is the case. F. M. H.

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 Ford, Writings of John Dickinson.
 Service book of the Holy Orthodox Catholic Apostolic (Greco-Russian) Church, tr. by Hapgood.
 Henderson, History of Germany in the Middle Ages.
 Marvin, Small Library Buildings.
 Natl. Probation Association, Proceedings, 1907-1915.
 Ohio Tax Commission, Report, vol. 4 (1913).
 Paine, Mark Twain, a biography, vol. 1 only.
 Pan-American Commercial Conference, Proceedings of first conference.
 Scudder, Catalogue of Scientific Serials (Harvard Univ. Library, Special Publications, no. 1).
 Thwing, College Training and the Business Man.

William H. Allen, 347 Walnut St., Philadelphia

Basque Customs and Folklore.
 Davis, Almanar, Holt.
 Prince, Morten, The Unconscious.
 Who's Who, 1917, 1919, 1920.
 Worcester, The Living World, 1908.
 Want list on request.

Am. Baptist Pub. Soc., 1107 McGee, Kansas City, Mo.

Pulpit Commentary, 1 complete set.
 Hastings' Great Texts of the Bible, 1 complete set.
 Apostolic Church, Hastings, 1 set, 2 vols.
 Golden Gems of Life and Bible Companion.
 Bibliotheca Symbolica Ecclesiae Universalis, Philip Schaff, complete; three volumes.
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American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Memoirs of Baroness de Bode, London, 1900.
 Historical Anecdotes of Heraldry and Chivalry, Worcester, Eng., 1795.
 Lacroix, Manners, Customs and Dress of the Middle Ages, London edition.
 Norway, Bohn illustrated edition.
 Walker, Beauty in Woman, London edition.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Heavy paper Cambridge Edition Encyclopedia Britannica.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.

Reminiscences of a Missionary Bishop, Bishop Tuttle.
 Miracles in Stone, Seiss.
 For the Soul of Raphael, Ryan.
 Rates of Interest, Fisher.

Theo. Arnold, 333 Dolphin St., Baltimore, Md.

Lanier's Complete Poems.
 Aeschylus, English translation.
 Browning, Middle Period, 1844-1864.

Atlantic Book and Art Corp., 47 Murray St., N. Y.

Steuben, Biography, by Kapp, in German.
 Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
 Curiosities of Literature, Disraeli.

William M. Bains, 1213 Market St., Philadelphia

Crile, Origin and Nature of Emotions.
 Linticum, Wit and Wisdom of Woodrow Wilson.
 Pierson's Traditions of Freemasonry.
 Beans, Chemistry and Practice of Finishing.
 Harper's Book of Facts.

H. C. Barnhart, 35 W. Market St., York, Pa.

Phillips Brook's Sermons, set or odd vols.

Barnies' Haunted Bookery, 725 E St., San Diego, Cal.

Cocroft, Susan, Beauty or Duty.
 The Two Babylons.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Ford's Washington's Works, 14 vols.
 Aristotle's Physics, Bohn Lib.

Beane's Bookshelf, 955 Eighth St., San Diego, Cal.

Spiritual Consciousness, Sprague.
 Blossom and Fruit, Collins.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.

The Gate Beautiful, principle and method in vital art education, John Ward Stimson.
 Drummond, City Without a Church, 3 copies.
 New Light from Old Eclipses, Page.
 Christian Science Journals, before 1900.
 Any scarce item on Christian Science.
 Autograph letters, Mary Baker Eddy.

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 Etschstruth, Wild Rose and Polish Blood.

Bigelow, Brown & Co., 286 Fifth Ave., New York

Billiards Mathematically Treated, G. W. Hemming, 2nd ed., Macmillan, 1904.
 Billiards, Badminton Library.
 Quote any other items in stock.

The Bobbs-Merrill Company, Indianapolis, Ind.

A Man in the Open, by Roger Pocock.
 Fifth String, John Philip Sousa.

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 Dickens.
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E. G. Dexter, History of Education in the U. S.,
 New York, 1904.
 C. W. Eliot, University Administration, Boston, 1908.
 C. F. Thwing, A History of Higher Education in the
 U. S., New York, 1907.
 D. C. Gilman, The Launching of a University.
 E. E. Slosson, Great American Universities.
 J. H. Newman, University Sketches.
 C. A. Nelson, Analytical Index to vols. 1 to 25 of
 the Educational Review, N. Y., 1904.
 Dutton & Snedden, Administration of Public Edu-
 cation in the U. S., Macmillan, 1908.
 J. B. McMaster, History of the People of the U. S.,
 second-hand only.
 J. S. Bassett, A Short History of the U. S.
 Channing, Hart & Turner, Guide to the Study of
 American History, Ginn & Co.
 G. Compayré, Abelard, The Origin and Early His-
 tory of Universities, N. Y., 1895, preferably original
 in French.
 G. C. Broderick, History of the University of Ox-
 ford, London, 1886.
 J. B. Mullinger, History of the University of Cam-
 bridge, London, 1896.
 Four American Universities, Harper's, 1895.
 Statesmen's Year Book, 1921.
 E. P. Cubberly, History of Education and Readings
 in the Early History of Education, Houghton
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 Packard, White Mountain Trails, Small.
 Wilson, Aristocrats of the Garden, Doubleday.

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 Charles Sawyer, Firearms in American History,
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 rish.
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 Owsley, Opinion Shop.
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Austin, Dora Darling, 1865.
Briggs, Harry Francis, 1837.
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Butler, Barnum's Parnassus, 1850.
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Emerson, Conduct of Life, 1860.
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Emerson, Natural History of the Intellect, 1893.
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Fawcett, Ellen Story, 1860.
Field, Tribune Primer, 1882.
Field, Memoir of Mrs. Ruth C. Gray, 1894.
Field, Little Book of Western Verse.
Field, Little Book of Profitable Tales.
Ford, Check List of American Magazines, 1889.
Frederick, The Copperhead, 1893.
Harris, Mr. Rabbit at Home, 1895.
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Hay, Works of Lincoln, 2 vols., 1894.
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Parton, General Butler in New Orleans, 1863.
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Poe, Tales Grotesque and Arabesque, 2 vols., 1840.
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Roosevelt, Autobiography, 1913.
Thoreau, Walden; or, Life in the Woods, 1854.
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Lang, Letters to Dead Authors, Cameo ed.
Huneker, Philharmonic Soc. of N. Y.
Huneker, Old Foggy—His Opinions, etc.
Huneker, 1st eds., any.

Chemical Catalog Co., 1 Madison Ave., New York
Hampson, W., Radium Explained, pub. 1905.
Rutherford, E., Radio-Activity, 399 pages, Cambridge University Press, 1904.
Lunge's Sulphuric Acid and Alkali, vol 2, last ed.

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Johnson, Minor Wars of U. S.
Moulton, Bible as Literature.
Fountain, Great Deserts and Forests of N. A.
Commerce and Commercial Bull., J1. of, 1920.
Norris, Frank, Blix, D. P., N. Y., 1899.
Burr, Aaron, Jenkinson.
Ross, Fur Hunters of Far West, 2 vols.
Annal of Mathematics, set.
Field, Eugene, any books published after 1917, 1st
eds. only.

Dobson, Austin, Works of, 8 vols.
San Francisco Argonaut, vols. 17, 19-25, 27, 30, 31
and any nos. in vols. 32, 36, 38, 39, 43, 44, 45, 46,
57-52, 53, 54-58, 59, 60, 61, 63, 64.

Field, How One Friar Met the Devil, 1st ed.
Linn, Story of Mormons.
Gayarre, History of Louisiana, 4 vols.
Pro-Slavery Argument, 1853.
McGuffey's Readers, 1st, 2nd and 4th.
Colville, Flora of Alaska.

Dall, Bibliography of Alaska.
Scottish Hist. Review, Index, vols. 1-12.
Amer. Gas Lighting J1., vol. 2 to end.
Darwin, Cruises in Pacific.
Banker's Mag., N. Y., vol. 1.
Wrangell, Notes on Russian-American Colony.
Wyoming, any books, etc., on.
Cutler, Topographical Des. State of Ohio, Boston,
1812.

Scott, D., Men of Letters.
Anderson, Constitution and Docs. on Hist. of France.
Bandelier, Final Rept., Pt. 1.
McClellan, Vindication by Campbell, 1916.
After Dinner Stories, Cleveland, 1908.
Coleridge, Rime of Ancient Mariner, ill. by Dore.
Osgood, Amer. Colonies in 17th Century, 3 vols.

John Clark Co., 1486 W. 25th St., Cleveland, Ohio

Drake, The Book of the Indians.
Ellis, Havelock, The World of Dreams.
Fallows, Popular and Critical Bible Encyclopedia.
Hennepin's Description of Louisiana, trans. by
Shea.
Journal of the Ex Libris Society, complete set.
Millar, Literary History of Scotland.
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Yearbook of Railway Literature, vol. 1.

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Jevons.
Life of Philip Brooks, Allen.

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What is the Address of H. W. Hawes, a bookseller.

Columbia University Library, New York City
Morgan, J. A., The Trial of Webster for the Mur-
der of Parkman. About 1877.
Kauffman, P. W., House of Bondage, 1920.
Andrew, Red Laugh, Duffield.

Columbia University Press Book Store, 2960 Broad-
way, New York

James, Wm., Sacred Font.
Merriman, Barlash of the Guard.
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Loindel, Le Voyage de M. Loindel.
Any book dealing with Mt. Athos.
Bulletin of the Geological Society of America, com-
plete to date.
Bulletin of the Seismological Society of America,
complete to date.
Monthly Bulletin of the Hawaiian Volcano Observ-
atory, complete to date.
American Journal of Science, complete to date.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
Shackleton's Adventures in Home Making.

The Cornell Co-operative Society, Ithaca, N. Y.

West, Algae.
DeBarry, Comparative Morphology and Biology of
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condition of books.

T. O. Cramer's Book Store, 1321 Grand Ave., Kansas
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Service, G. P., Moon Metal.
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Darthmouth College Library, Hanover, N. H.

Billings, T. H., Platonism of Philo Judaeus.
Dodd, Trusts.
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Strong, Psychology of Prayer.

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 sen, 1867, 5 vols.
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 Boston, Statistics Dept. Receipts and Expenditures, 1893-7, Bost., 1900.
 Buddha, Selections.
 Butler, B. F., Argument . . . cases of Lamdbin P. Milligan, Lowell, 1866.
 Byer, M., Selling Out Ye Pope, N. Y., 1873.
 Callender, J. T., Amer. Annual Register, Phila., 1797.
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 College Art. Assoc. of Amer. Bulletin 1, 1916.
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 Essays of Philanthropes, Ca., 1805.
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 North American Review, Jan., 1919.
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Catalogue of Exhibition of Spanish Paintings at the Royal Academy, London, Exhibition opened 1920, November 1st. Contains 433 works directed by A. de Bernete, of Madrid.

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Remarkable Trials of All Countries, Th. Dunphy and T. J. Cummings, N. Y., 1867.
Nana, Zola, Vizitelly ed.
Roscius Anglicanus, 1708, Downes, Facsimile reprint.
Our Old Actors, H. B. Baker, 2 vols., 1878.
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Savidge, The Philosophy of Radio-Activity.

New York State Library, Albany, N. Y.

Handcock, Mesopotamian Archaeology.
Ibsen, Speeches and New Letters, tr. Kildal, 1910.

Norman, Remington Co., Charles St., Baltimore, Md.
Dickens, David Copperfield, 2 vols., New Natl. ed., leather.

Erickman, Chatrian, The Plebiscite, Scribner.
Sedgwick, Nest, Century.
Annals of Sandy Spring, vol. 2.
Index to House and Senate Journals, 1777-1837.
Little Mistress Chicken.
Science, July 15, 1920.

Zane Grey, Wanderer of Wastelands, Harper.
C. J. Mellis, Somali Lion Hunting.
Homer, Odyssey a line for line, trans. in metre of the original, H. B. Cotterill, M.A., with 24 illus. by P. Wilson, Geo. Harrup & Co.

Diver, Great Amulet, Putnam.
Merimee, Colombia in England.
Bedier, Tristan and Iseult, trans. by Belloc, Dodd.
Whitlock, Turn of the Balance, Bobbs-M.
Letters and Recollections of Geo. Wash., comp. by Tobias Lear.

Chas. A. O'Connor, 21 Spruce St., New York

Americana.
Genealogy.
Ireland and the Irish.

Old Corner Book Store, Inc., 27 Bromfield St., Boston
Roses and How to Grow Them, Garden Library.
Hurd's Principles of City Land Values.

Old Corner Book Store, Springfield, Mass.
Our First Century, C. A. Nichols & Co.

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Kipling in Binding.
- Oxford University Press, 35 W. 32nd St., New York
Emerson Prose Works, 2 vols., 1870, Boston ed.
Emerson Miscellanies, 1876, American ed.
- Pearlman's Book Shop, 933 G St., N. W., Washington, D. C.
Annual Report of Acting Superintendent of Indian Affairs for Michigan, 1840 and 1836.
Ervine Edward Carson and Ulster Movement.
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Adams, Life Work and Influence.
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N. A. Phemister Co., 42 Broadway, New York
Economic World, vol. 19, nos. 24 and 25.
Philadelphia Book Co., 17 S. Ninth St., Philadelphia
Engineering Index for 1916, 1917, 1918.
The Pilgrim Press, 14 Beacon St., Boston, Mass.
Living Word, by Worcester, 4 copies.
Powner's Book Store, 37 N. Clark St., Chicago
Gosse, Sir Thos. Browne, Macmillan.
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Presbyterian Board of Publication, 415 Church St., Nashville, Tenn.
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Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia
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Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.
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John, Signs of God in the World.
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Presbyterian Book Store, Sixth Ave. and Wood St., Pittsburgh, Pa.
Index to the Biblical Illustrator, Revell, Old Testament.
Presbyterian Book Store, 411 N. 10th St., St. Louis,
History Unveiling Prophecy, H. G. Guinness.
Life of Martin Luther, by Preserved Smith.
The World a Spiritual System, Snowden.
Putnams, 2 West 45th St., New York
Dorpfeld, Troa.
Bancroft, Life of Seward.
Mary Howitt's Poems.
Cory, Birds of the Bahamas.
Buchan, Thirty-Nine Steps.
Thompson, Witchery of Archery.
Winens, Laws of the Ancient Hebrews.
Eyre Hussey, Miss Badsworth, M. F. H., 1909.
Brewer, Surgery, 3rd ed.
Jessup, Coming of the Friars.

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Manchester, Sixty Centuries of Hat Making.
Mills, 20th Century Hat Factory.
Porter, Remarks on Felt Making.
Smith, Chemistry of Hat Manufacture.
Milton, Hints on Hats.
Bernard Quaritch, Ltd., 11 Grafton St., London, W. 1
Allen, H. N., Korean Tales, New York, 1889.
Amloros, The Boundaries of Music and Poetry, tr. Cornell, Schriener, New York, 1893.
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- Guiney, L. J., *Patrins*, Boston, 1897.
- R. Emmet, Boston, 1904.
- Hall, *Aspects of German Culture*, Boston, 1881.
- Halsey, F. R., *Raphael Morghen's Engraved Works*, London and New York, 1885.
- Hardy, T., *Fellow Townsmen*, 24mo, Harper's Half Hour Series, New York, 1880.
- Harper's Magazine, American edition, vols. 1-61.
- Hart, C. H., & Biddle, *Memoir of Houdon*, Philadelphia, 1911.
- Henry, Alexander, *Travels and Adventures in Canada and the Indian Territories*, New York, 1809.
- Howell, T., *Flora of N. W. America*, 1903, Portland, Oregon.
- Jade, *Investigations and Studies in*, 2 vols., New York, 1906, privately printed.
- Klemperer, *Chemical Diagnosis*, New York.
- Lake, E. R., *The Persian Walnut Industry of the United States*, U. S. Dept. Agriculture Bulletin No. 250.
- Magnus, *Education in Bararea*, New York, 1888.
- Richard, *School System of France*, New York, 1893.
- Lyon, L. L., *Colonial Furniture of New England*, Boston, 1891.
- Maine Historical Society, *Publications*, vol. 7 to end, 1860-.
- Mearne, Samuel Mearne, by Cyril Davenport, 4to, Chicago, 1906.
- Mencken, H. L., *The American Language, a Preliminary Inquiry into the Development of English in the United States*, A. A. Knopf, N. Y.
- Merrick, J. L., *Life and Religion of Mohammed*, 1858, Boston, Mass.
- Lee, *Brahams, the Man and his Music*, New York.
- Lewis, *Indian Chiefs, Portraits and Indian Pictures*, Philadelphia, 1838.
- Radical Book Shop, 867 N. Clark St., Chicago
- Hillquit, *History of Socialism in U. S.*
- Dotty Dimple Books, set, original first ed.
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- Goadby, *Mycology of the Month*.
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- Fleming H. Revell Co., 17 N. Wabash Ave., Chicago
- Gunsaulus' Transfiguration of Christ, Revell Co.
- Paul R. Reynolds, 70 Fifth Ave., New York
- Goodyear on Gum Elastic, published Newhaven, U. S. A., 1855.
- E. R. Robinson, 410 River St., Troy, N. Y.
- Gamble, *Straight Talks on Business*.
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- Get Rich Quick Wallingford.
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- Seton, Maj., *Passing Melodies*.
- My Shooting Box.
- Ayre, G. B., *How to Paint Photographs*. 2000 A. D.
- Wharton, Edith, *Italian Gardens*.
- Taines *History of English Literature*, vol. 2, no. 1; vol. 4, no. 2; ¾ leather, parchment ports.
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- Rosenbach Company, 1302 Walnut St., Philadelphia
- Salaman, *Modern Woodcuts and Lithographs*, The Studio, London.
- Hunter's Stiegel Glass.
- St. Louis Public Library, St. Louis, Mo.
- Smith, E. R., *Johnny Applesed*, Ind., 1916.
- St. Paul Book & Stationery Co., St. Paul, Minn.
- Mathews, *Cabala Unveiled*.
- Major, *Seventy Years on the Frontier*.
- Hubard, *Little Journeys to Homes of American Statesmen*.
- Macaronic Poetry, ed. by James Appleton Morgan, published by Hurd & Houghton, 1872.
- Schaefer & Koradi, S. W. Cor. Fourth and Wood Sts., Philadelphia
- Meyers, *Konversationslexikon*, 6. Ed., 24 vols.
- A. W. Schmale, 290 Morrison St., Portland, Ore.
- Euphues, John Lyle.
- The Love Match, H. Cockton.
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- History of German Literature as Detrmined by Social Forces, Kuno Francke.
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- Skeat, *Principles of English Etymology*, vol. 2 or 2 volumes.
- Stiles, *Encyclopedia of Illustrations*.
- J. B. Shipman's Sermons.
- Melville, *Moby Dick*.
- Dictionary of Royal Lineage, by Almstrom, pub. by Almsburg, Chicago.
- Jowett's Plato, complete edition.
- Charles Scribner's Sons, Fifth Ave. at 48th St., New York
- Binet, A., *Alterations of Personality*, Appleton.
- Caird, E., *Evolution of Religion*.
- Davis, *Influence of Wealth on Imperial Rome*.
- Halford, *Modern Development of the Dry Fly*, Routledge.
- Hayward, A., *Art of Dining*, Putnam.
- Humbolt, *Travels in Mexico*.
- Loti, P., *Arabah*, Edition in English.
- Adams, Mont St. Michel and Chartres, Houghton Mifflin, first ed.
- Arnim, Fraulein Schmidt and Mr. Anstruther.
- Crane, *Beauty and the Beast Picture Book*, Lane.
- Crane, *Cinderella Picture Book*, Lane.
- Crane, *Red Riding Hood Picture Book*, Lane.
- Frantz, H., *Art of Richard Parks Bonnington*.
- Grimm, *House in the Wood*, Illus. by Brooke, Warne.
- Ivemy, *Complete Version of Ye Three Blind Mice*, Warne.
- Leamy, *Golden Spears*, Warne.
- Beale *Stories from the Old Testament for Children*, Duffield.
- Brooke, R., *Collected Poems*, Lane, first edition.
- Caffin, *Dancers and Dancing*.
- Emanuel, *Antique Greek Dance*.
- Flicht, *Dancing and Dancers*.
- Lyons, *Colonial Furniture in New England*.
- Mallock, P. D., *Life History and Habits of Salmon*, Sea Trout, etc., Black, 1912.
- Meryon, Ch., *Old Paris, Ten Reproductions of Etchings*, 1887.
- Saxby, *Life of a Wooden Doll*, Duffield.
- Skinner, *Topaz Story Book*, Duffield.
- Breasted, *Development of Religion and Thought in Ancient Egypt*.
- Butler, A. J., *Inferno of Dante*, Macmillan.
- Dante, *Divine Comedy*, Tr. Longfellow, one volume edition, Houghton Mifflin.
- Hume-Brown, *Scotland in the Time of Queen Mary*, Methuen, 1904.
- Palgrave, H. I., *Bank Rate and Money Market*, etc., Dutton.
- Rose, J. H., *Development of the European Nations*, 2 vols., Putnam.
- Archer, Wm., *Dramatic Year*, ed. by Ed. Fuller.
- Bazin, *Redemption*, Scribner.
- Bird, Robt., *Paul of Tarsus*, Scribner, 1900.
- Bonsal, *American Mediterranean*.
- Bourget, *The Disciple*, Scribner.
- Bowen, *Resurrection in New Testament*, Putnam.
- Butler, *The Evidence for the Resurrection of Jesus Christ*, privately printed, London, 1865.
- Butler, *Evolution Old and New*, 2nd edition, London, Bogue, 1882.
- Butler, *Fair Haven*, 2nd edition, London, 1873.
- Butler, *Way of All Flesh*, first edition, London, Grant Richards, 1903.
- Carrington, *Prints and Their Makers*.
- Carter, Mark Hopkins, latest ed., Houghton.
- The Christmas Book., ed. by T. C. Croker, illus., 2 vols., London, 1828-29.

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 Norway, A. H., Naples Past and Present, London, Methuen.
 Orczy, Scarlet Pimpernel, Putnam.
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 Reama, H. H., Electroplating and Analysis of Solutions, last ed., Author, Brooklyn.
 Ricci, Louis XVI, Furniture, Putnam.
 Stobart, Glory That Was Greece, Lippincott.
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 Harn's That Man Shakespeare.

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 London Art Journals, 1882 to 1913, also 1892 to 1913.

Smith & Butterfield Co., Evansville, Ind.
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 Kraemer's Greek Lexicon, second-hand.

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E. Alexander Stewart, 59 E. Van Buren St., Chicago

George Smith, The Gentile Nations.
 Vail, The Deluge and Its Causes, complete ed.
 Lewes, Actors and the Art of Acting.
 Cibber, The Apology for My Life.
 Lecky, History of European Morals, Appleton, 1870, vol. 2 only.
 Headley, The Great Rebellion.
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Fithian Journal and Lettrs, 1767-74.
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Romances of Old France, Richard Le Gallienne.
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 Post Impressionists, C. Lewis Hind.
 Three Men in a Boat, Jerome.
 Vice Versa, Anstey.

Tinted Venus, Anstey.
 Social History of Smoking.
 Rise and Fall of Susan Lenox, Phillips, first ed. about 1908.

Roosevelt's Letters to Children, first edition.

Aesthetics, Croce.
 Woman in White, Collins.
 Chess Tales, or Reminiscences, H. P. Aguel, Appleton, 1848.
 Echegary, José, The Great Galeoto.

Lewis M. Thompson, 29 Broadway, New York

Delafield, Biography of Francis and Morgan Lewis.
 English Notes, Boston Daily Mail Office, 1842.

Thoms & Eron, 34 Barclay St., New York

Poe, Booklovers, Arnheim edition, vols. 4 and 7 only.
 Bogard, M., Redemption of New York, told by New York Newspaper men for the press scrap book, N. Y., 1902.

Brockway, Beman, Fifty Years in Journalism, embracing recollections and personal experiences with an autobiography, Watertown, N. Y., Daily Times Printing and Publishing House, 1891.

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History of All Nations, pub. by Lee Bros.
National Cyclopaedia of American Biography, vol. 13 only.

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History for Ready Reference, vol. 6.
Biddle on Divorce.

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Bits of Life, 2 copies.
The Revolver, C. W. Sawyer.
Our Rifles, C. W. Sawyer.

Arthur Van Horn, Premont, Texas

Christian Barentsen Van Horn and descendants, C. S. Williams, 1911.

Walden Book Shop, 307 Plymouth Court, Chicago
History of Painting, vol. 2, H. McFall.

John Wanamaker, New York

Duke of Reichstadt, by Ed. D. Wertheimer, pub. by John Lane.
Peregrin Pickle, De Smollet, small lea. vol. Kindly give size of book.
Memoirs of Many Men, Maunsel B. Field, pub. in London, by Sampson Low, Marston Low & Searle in 1894, Crown Bldg., 188 Fleet St.
Max Bauer, Precious Stones.
The Useful Life, by John Bigelow, pub. Scribner.
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Books on Chow Dogs.

Williams Bookstores Co., 2 Milk St., Boston, Mass.

Adams, C. L., Descriptive Geometry, vol. 3.
Adams, John Quincy, Questions of Erie.
American Indian Handbook, vol. 2, pub. Bureau of American Ethnology.
Amstutz, N. S., Photoengraving, pub. Inland Printer.
Appel, J., My Own Story, pub. Platt & Peck.
Baron, Sam, The Cottillion, 1902, Brooklyn Eagle.
Bentley, C. P. A., Auditing Questions.

Williams Bookstores Co.—Continued

Bridl, Arthur, Internal Secretary Glands.
Brown, W. H., Story of a Bank.
Brownson, Orestes A., anything on or by.
Burrough's Under the Moon of Mars.
Cross, Victoria, Anna Lombard.
Dana's Master Mind.
Davidson's Commentaries on Book of Hebrews.
Dearborn, G. Van Nest, Textbook of Human Physiology.
De Long Genealogy.
Dickens, Collier's ed., 5th vol. only.
Dercum's Clinical Manual of Nervous and Mental Diseases.
Descartes's Works, Haldane & Ross tr., Putnam, 1913.
Devout Christian's Vade Mecum.
Dickens, David Copperfield, Appleton ed.
Ellis, Chess Sparks.
Edwardes, Tickner, The Lore of Honey Bees, pub. Dutton.
English, Thomas Dunn, Boy's Book of Battle Lyrics, Harper's, 1885.
Four Irrepressibles, The.
Fichte's Science of Knowledge, Kroeger tr., 1869 or later.
Gracian, Baltasar, The Art of Worldly Wisdom, tr. by J. Jacobs.
Hunter, Wm., Stiegel Glass, 1914.
Hobson's Questions and Answers for License, Peter Reilly.
Hard's The Mushroom, Edible and Otherwise.
Hegel's Philosophy of Religion, Speirs trans., 3 vols.
Hegel's Phenomenology of Mind, Baillie tr., 2 vols., Mac., 1910.
Half Hours with Morphy, pub. Brentano.
Harnack's The Extension of Christianity.
Hudson's History of Concord, Mass.
Hancock, Nathaniel, Genealogy of descendants of. Histories of the Constitution, any, describe fully.
Irwin's Nautical Lays of a Landsman.
Kant's Dissertation of 1770, Eckoff trans., 1894.
Kant's Critique of Pure Reason.
Kropotkin, Great French Revolution, 1789-1793, N. F. Dryhurst, Putnam, 1909.
Leibnitz, Philosophical Works, Duncan, tr., 2nd ed., 1908.
Lotze's Metaphysics (Bosanquet tr.), 2 vols., 2nd ed., Oxford, 1884.
Lanier, Sydney, Marshes of Glynn, illustrated.
Lewis, Wolfville Days.
Larmor's Einstein Theory of Relativity.
Literary Diary of Ezra Stiles, 3 vols., Scribner, 1901.
Lockwood, Colonial Furniture, 2 vols., Scribner.
McFee, Letters from an Ocean Tramp.
Morte d'Arthur, Beardsley illustrations.
Moldenke's Production of Malleable Castings, pub. Penton.
Milligan on the Theology of the Book of Hebrew.
Moore's History of Religions.
Mencken, The American Language.
Melville, Herman, Clarel.
Melville, Herman, first editions, any.
Muller, Johannes, Hindrances of Life, trans. Strecker, pub. Kennerly, 1909.
Medford, Mass., Brook's History of.
Medford, Mass., Usher's History of.
Nernst's Theoretical Chemistry.
Osborn, Albert S., Questioned Documents.
Orvis, A Book on Fishing Flies.
Pope's Journey to Mars.
Popular and Critical Bible Ency. and Scriptural Dict., Fallows, 3 vols.
Poore, Pictorial Composition.
Putnam Genealogy, prior to 17th Century.
Principles of Advertising Arrangements.
Rowell's Forty Years an Advertising Agent.
Racinet's Cosutmes.
Rowles's A Garden Under Glass, Lippincott.
Richards family Genealogy.
Sue, Eugene, any criticism in English of his writings.
Stirling's Manual of Physiology.
Threlface, Richard, Laboratory Arts, Macmillan.
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 Westcott's Commentaries on Book of Hebrews.
 Ward's Architecture of the Renaissance in France.
 Walker, W., Ten New England Leaders, Silver Burdett, 1901.
 Wright, Grant, The Art of Caricature, N. Y., 1904, 2 copies.

C. Witter, 19 South Broadway, St. Louis, Mo.
 Cyclopeda of Agriculture, Bailey, cloth, last ed.

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 Wemyss, Francis C., Twenty-six Years of the Life of an Actor and Manager, Burgess, Stringer & Co., New York, 1847, vol. 1.

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 From Sunup to Sundown, Corra Harris.
 In Search of a Husband, Corra Harris.
 The Recording Angel, Corra Harris.
 Prince of Dreamers, Flora Anna Steel.
 King Errant, Flora Anna Steel.
 Marmaduke, Flora Anna Steel.
 Samson Rideout, Silberrad.

World Code Co., Inc., 96 Warren St., New York
 Brokerage Accounts, Todman, Ronald Press.

Wm. H. Ziesnitz, 532 Warren St., Hudson, N. Y.
 Eleven Years After, Stewart C. Godfrey.

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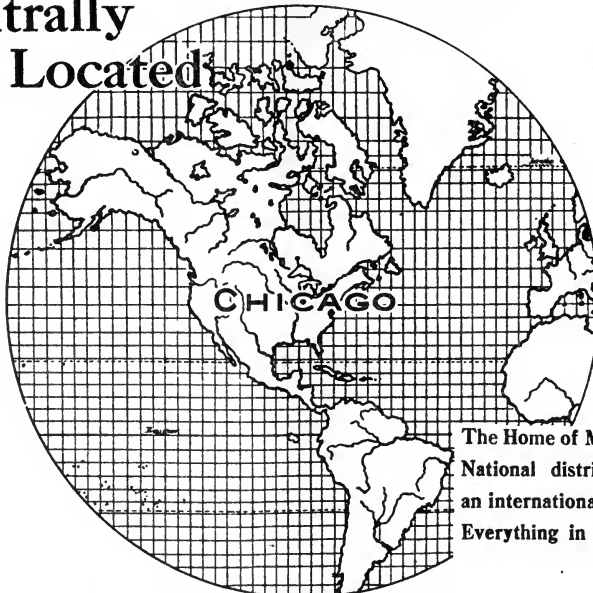
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Published by R. R. Bowker Co. at 62 West 45th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of
March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones 6-8, \$6.50; Foreign, \$7.00.
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. XCIX.

NEW YORK, APRIL 30, 1921

No. 18

The world needs a laugh!

It's going to get it in June, when the novel that will set the nation chuckling will be published.

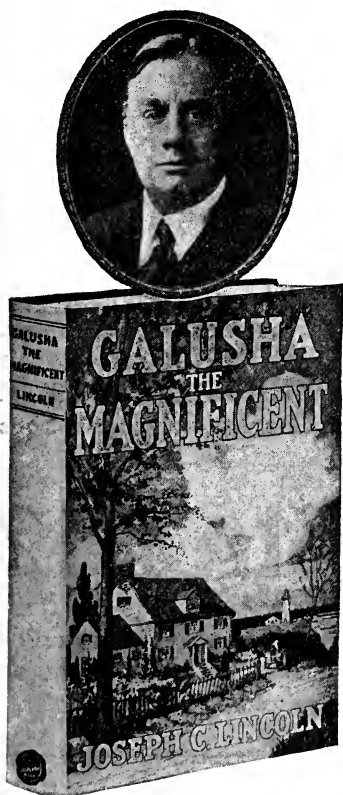
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wrote it and it is a humorous masterpiece, American to the core.

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The "Books of the Month" Record

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November—Eighth on the list
(15 points—the leader had 26)

December—Fifth on the list
(22 points—the leader had 36)

January—Second on the list
(45 points—the leader had 49)

February—Second on the list
(60 points—the leader had 64)

March—First on the list (70 points—the second book had 59)

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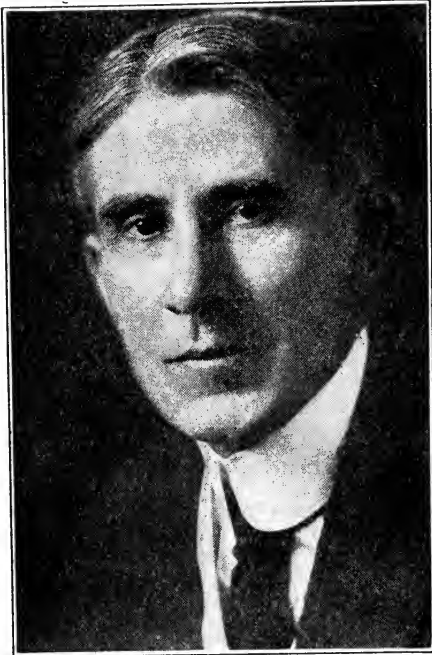
☞ While "**Main Street**" will stay at the head of the list for months, "**The Brimming Cup**," Dorothy Canfield's new novel published March 10th, is sixth on the March list and to judge from reorders will crowd "**Main Street**" as soon as it gets it's real market to the multitude of married women whose story it portrays. *Chicago Tribune* reports the Canfield book first in Chicago week of April 16th.

☞ And in June Lytton Strachey's "**Queen Victoria**" will take a good position in the non-fiction list, and if we know a great book it will stay there a long time.

☞ By-the-way, the play, "**Main Street**," will be on Broadway and on the road next fall.

☞ It is safe to say you haven't enough "**Brimming Cup**" and "**Main Street**" on the way to last while you are at Atlantic City.

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Zane Grey to Receive More Publicity in This Short Time than Any Other Living Author. This will result in Tremendously Increased Sales of His Popular Books.

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The first instalment of Zane Grey's new story will appear in THE COUNTRY GENTLEMAN of May 28th. The front cover of the same issue will have a sensational two color illustration of the story, with the title and Zane Grey's name featured. The circulation of this issue will be more than 800,000. The same week a four page advertisement reprinting this instalment with illustrations will appear in the SATURDAY EVENING POST. The circulation of this issue will be more than 2,000,000. A four page, full size reprint of the story will be inserted in 1,000,000 copies of THE LADIES' HOME

JOURNAL. A total circulation of nearly 4,000,000!

During Zane Grey Week, every newspaper handling these three magazines will make a special display of colored posters featuring Zane Grey Week and colored reproductions of THE COUNTRY GENTLEMAN cover which illustrates the new Zane Grey story. Moving picture theatres will advertise extensively, with one sheet posters, special Zane Grey moving pictures, including the new film THE MAN OF THE FOREST. Book and department stores everywhere will cooperate by using a large assortment of special display material that will be furnished by Harper & Brothers, Grosset & Dunlap, and the Curtis Publishing Company.

In this way Zane Grey's name and his books will be brought to the attention of millions of people. For many weeks a force of upward of 100 salaried publicity men have been working to make this campaign a success from every standpoint.

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A Really Truly National Zane Grey Week

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The Saturday Evening Post will circulate 2,400,000 copies.

There will be an insert in *The Ladies' Home Journal* news-stand edition of over a million copies.

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We believe that this is the first time in the history of bookselling that a co-operative combination scheme of such import has been undertaken. That is all the more reason why there is such a tremendous interest in the project. We are fully convinced that you are going to reap, through your enterprise, the full and complete selling benefit.

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Get all your clerks to talk Zane Grey books.

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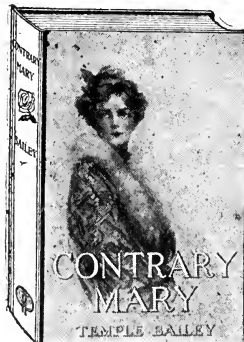
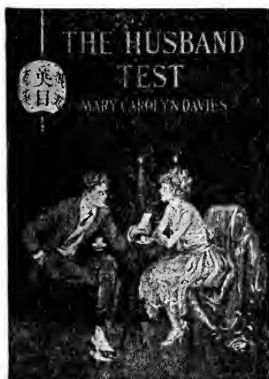
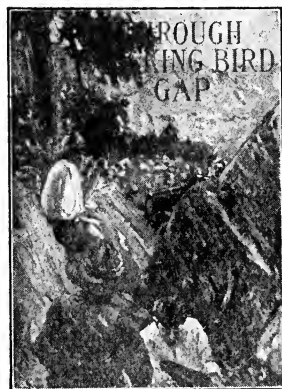
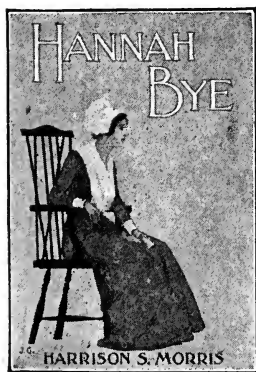
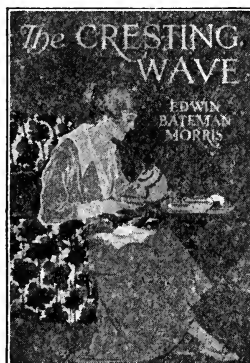
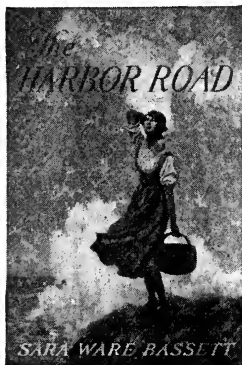
The first night of the Convention there is to be a costume party in which the ladies in attendance are to attire themselves in such a manner as to suggest either the title of a popular book, or a well known character in a book. Prizes are to be given for the best representations.

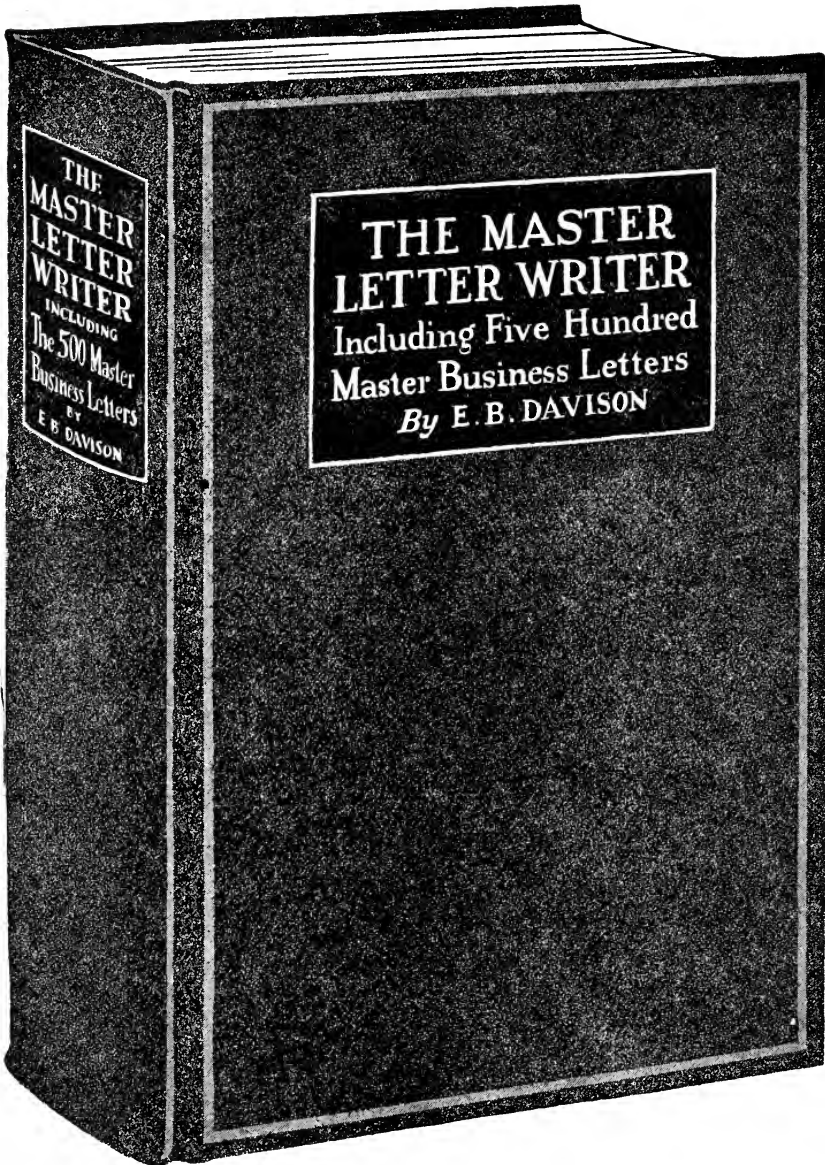
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The New York Times comments: "It deals with the grim battle for existence fought by Valencia's humble fisherfolk, who, with a land of flowers and sunshine at their backs, have, ever before them, a sea only too ready to turn from a shimmering expanse of peaceful blue into a thing of fury and horror and death. . . . Vigor and sweep and color are in the pages that tell of the home-coming of the fishing fleet, the old men and women and children lining the beach in anticipation of the huge catch, the impromptu market, the oxen which haul the fishing boats to and from the water, the blessing of "The Mayflower" by Don Santiago, priest of the fishing village, forced even to climb the mast and sprinkle holy water on the rigging, all the while chanting unintelligible Latin that thrills and delights the proud owner and the throng on the beach. . . . Its characters are real. One smells the fragrance of Valencian flowers and the salt sea. The story has the breathless speed, the vigor and sweep and rush of Blasco Ibáñez at his best."

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By the author of "The Four Horsemen of the Apocalypse;" "Mare Nostrum;" "La Bodega;" "Blood and Sand;" "Woman Triumphant;" "The Enemies of Women;" "The Shadow of the Cathedral".

Each, \$2.15

E. P. DUTTON & COMPANY, 681 Fifth Avenue, New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 30, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

BOOKSELLERS' CONVENTION

May 10-11-12.

The Printing Situation

AS May 1st approaches, the question of widespread strikes and disturbances in the printing industry is causing increased nervousness to all those who must use printing; this, in spite of the fact that if printing were to cease there would be quite a different trade situation from that which was caused by the cessation of work in the fall of 1919.

The International Typographical leaders have announced that the strikes will close union shops in every city where the 44-hour week is not recognized. As some relief to this flat announcement, it is reported that the leaders have suggested to unions in various parts of the country that it is perhaps not necessary for them to insist on the former scale of wages as long as they accomplish the 44-hour week. In several cities this sort of arrangement has already been made. In Trenton, for instance, there is a \$2 cut in wages and with it an agreement on the 44-hour week.

The New York printers, who do the major part of book printing in the country, stand by the agreement with the unions to give a 44-hour week on a 48-hour pay. In Chicago, where the employers had also a signed agreement with the unions to go on to the 44-hour week, there had been no signed agreement to maintain the 48-hour wage scale when the change came, and the wage question will be settled by conference or arbitration. If the New York printers do not get some reduction from the present New York wage scale and are obliged at the same time to accept the 44-hour week, the inclination for business to leave town can only be halted by the closing

down of plants by strikes in other parts of the country.

The effort to get lower scales from three of the New York unions whose agreements terminated April 1st is now going forward before the arbitrators, of whom the neutral members are Raymond Fosdick, Professor W. F. Ogburn, and Allen T. Burns of the Carnegie Foundation. The final hearing of rebuttal was held in New York on April 22nd, and the decision of the arbitrators is expected before the end of the month. The Printers' League, which is the Closed Shop Section of the New York printers, is carrying the employers' end of the discussion, and they claim that both the statistics of the cost of living and the figures on the general condition of the industry necessitate a reduction in the wage scale.

The unions contend that, while the cost of living descended rapidly in the end of 1920, it reached its low ebb by the first of the year and is already started upward. They also claim that the change in administration affects labor as higher tariff has always increased the cost of living, and that a shift of tax from income and profit to general sales tax will have a similar effect in increasing living costs. The unions, from the publishers' statement of the condition of the industry, bring out figures to show that during the last four months of 1920 printing shops showed a net profit on capital of 10 per cent in New York, or at the rate of thirty per cent a year, and that the average profit on sales for January, even after the decline in business was supposed to have set in, was as much as 7 per cent profit on sales. They also claim that the employers have always stated that New York would suffer if it paid more wages than other parts of the country, but that this has never proved the case. In reply to the employers' contention that work was leaving the city, the unions contend that the figures to prove this are not at all complete and satisfactory.

Book and magazine publishers are aware of a heavy falling off in their demands for printing and cannot but believe that when the arbitrators examine all exhibits presented by the Printers' League that they will in all fairness announce a reduction in wage scales in these three unions. This arbitration does not affect the five other unions with whom the printing shops have to deal, and whose agreements do not terminate until October 1st. Even

with a reduction in these three unions, book publishers who manufacture in New York must apparently face costs allowing for the 44-hour week and equivalent to the prices now paid, so that only in the cost of paper will there be relief from the present high scales.

Fall Planning

THIS week's report on business conditions from the Chamber of Commerce of the United States indicates that the volume of distribution by jobbers and retailers has shown a distinct gain in March over February, and Archer Wall Douglas, Chairman of the Committee on Statistics, is preparing a detailed report on the business situation for the May number of the *Nation's Business*. Similar reports have been coming from the retail book-trade, and it can be safely estimated that the first three months of book retailing in the average store have not fallen any below last year, an unusually satisfactory report, considering the conditions that have prevailed in many retail lines.

The important problem before the buyers for bookstores and book departments is the question of planning for fall purchases. This planning naturally falls into two spheres which are governed by different sets of conditions: competitive lines and new copyright books.

Competitive lines, Bibles, staples and books of that class, which form a considerable part of the book sales in the fall and a very heavy part of Christmas sales, are of necessity manufactured far in advance. Such books are practically out of the way in the printing shops and binderies before the manufacturing of the new fall copyright books comes along. The publishers in this competitive field must manufacture on paper purchased at the present market, and, in fact, with pretty safe assurance that paper is not to recede much further. The books must be printed and bound at the present market rates, in fact, have already been printed and bound for the most part.

While the practice of guaranteeing price levels for the year has been rather frowned upon in some government bureaus, the publishers could apparently take that attitude easily, judging by the facts they have in hand and the guesses they can make as to changes in the cost of manufacture.

With what information is at hand on costs,

and with the promise of business ahead as it seems to be developing, it seems to be the best business judgment for retailers who are buying in the competitive field to order now, so that they may be sure of the stock they need, as otherwise it will not be manufactured. The halt in the rising prices of books came last fall before any halt came in the rising cost of manufacture, and, if any relief is obtained by printing and binding readjustments, these will undoubtedly have to be used to put back into book manufacturing some of the margin for operating expense and improvement in the quality of manufacture that had been forced out in the effort to keep books at a saleable level.

Keeping Together

IN speaking to a large group of authors recently a representative of one publishing house used figures to show the precarious position of the publisher. "A certain novel," he said, "published to sell at \$2 retail yielded the author \$1500 on 5000 copies, the bookseller \$4000 and the publisher a net loss of \$180." By the changing of gross margin in the case of the bookseller to a net figure in the case of the publisher he gives the whole group of authors assembled an unfortunately inaccurate picture of the bookseller's situation, and yet it seems as important for the authors to understand correctly the retailer's problem as for him to appreciate the publishers' difficulties. Authors should be interested in all the different problems of book-distribution.

The yield to the bookseller is not measured by his gross margin, nor does his gross margin average 40 per cent. If the publisher's average discounts on an edition of 5000 novels is 40 per cent, that is because a large number are sold thru the jobber, and the author needs to have that allowance in his mind. Furthermore, it might be well for him to understand that the usual net profit of a bookseller does not run over 5% or 6% on his sales, so that the retailers' net margins in a good year on the books shown above would be \$500 to \$600. It is this figure that should be compared with the publisher's net situation and not the gross margin. One can easily imagine the feeling of a consumer of books if he felt that on every \$2 book he purchased the net yield to the bookseller was 80c.

A Booklover's Baccalaureate

By Grace E. Emerson

IN a few weeks the columns of the newspapers will be filled with baccalaureate addresses. Some will be weighted with moral obligations, some will creak under their load of civic duties, some will reflect the light of past glories, and some will sound the note of social uplift. Yet from the Atlantic to the Pacific it is a safe wager that, of the many hundreds of addresses delivered before college and high school graduates, few will mention a subject productive of the greatest joy in life and one of vital importance to every individual—I mean the subject of *Reading*.

If I were delivering a baccalaureate address I think I should lean confidentially toward my audience and say: Boys and girls (or young men, or young women as the case may be), you have come to the great highway of independent action. Heretofore you have been confined to programs and standards which mass instruction makes necessary. You have taken your pleasures and recreations much as you have your classroom routine, but now you go forth into a wider life, with a chance to pick and choose. In the years to come you will find nothing so untiring in devotion, so sympathetic, and so companionable in every mood as a book to your taste.

While you have been pupils and students there has been much honest effort expended to open your minds to the beauties and pleasures of literature. It may be, however, that the programs and the effort expended did not measure up to the task and that instruction has repelled instead of encouraged your interest in books. Anyway I want to tell you today that thus far your courses in literature and your professional reading have only just touched the surface of the great depths of learning, and that to dive deep beneath this surface will repay you a thousand-fold.

Thruout your school days a preponderance of ancient and classical selections has been presented to you. Doubtless those who formulate courses of study believe a thorough acquaintance with them should be part of the common knowledge of mankind. To the critical eyes of twentieth century youth the sages may seem a little old-fashioned, and you may resent their trying to make you like what they like or think good for you. But remember that the restraints imposed upon your reading have been no greater than those met in other lines, and henceforth there are to be no limits, except time and inclination.

Classroom analysis, tho often a deadly thing, aims at giving a basis for comparison and valuation. You may not be enthusiastic about anything you have yet read, but bear in mind that a host of writers who have written gloriously and enduringly have not even been mentioned in the classroom. If you are disappointed in the routes traveled thus far, there

are still wide uncharted seas to explore. Translators are busy rendering interesting books into our own tongue so that we, who are lazy-minded or who lack the opportunity to make a reading acquaintance with other languages, may enjoy a great many charming things from foreign literatures. Many booksellers handle all the standard foreign writers in the original and will procure new books when requested. The world of letters is so wide and varied there is a book to suit every mood and every taste, if one will only take the trouble to select for himself. The pleasure of reading has been more frequently wrecked than helped by advice. Parents, teachers, librarians, publishers, writers have all had their favorite books. The best books to read and to buy has been a growing concern ever since printing was invented. The "Must books" have frightened away more readers than they have attracted.

Hereafter you do not have to read what someone prescribes for you. You are free to select and reject, to begin and cast aside, making no enemies, hurting no feelings, until you meet a writer whose mood and thought chime with your own. Few, if any, will make the mistake of thinking it possible to become educated by continuing to read what is uninteresting. That sort of persecution was swept away when psychology proved that there are no "disciplinary subjects" and that the mind is not necessarily abler tomorrow because of its struggle with to-day's problems.

Using the few books you have accumulated in your years of formal study as a nucleus, I hope you will start a library at once—a book you like this week, two some other week and so on, until these humble school friends shall have attracted all those who seem to you best and wisest in the world.

No financial or social advancement can ever equal the sober satisfaction of a library gained by steady accessions at the expense of small self-denials. Rare books, old manuscripts, fine bindings, first editions may tempt at times, for there are many fascinating sides to this business of book collecting and when one enters it he never knows what indiscretions he may commit nor where he may end, but I am pleading for just a companionable friendly collection of books that will solace you in woe, cheer you in solitude, hearten you in defeat.

What shall they be? That is for you to say. A book is the most intimate possession a man has and it is not for another to tell him what it shall be. One may advise as to hats, coats, ties, shoes, houses, automobiles, clubs and like accessories, but as to books never.

The ever delightful Briggs, with his uncanny insight into the mind and impulses of man, has laid bare the whole situation in a recent cartoon. He shows a man pronouncing the sporting page of his newspaper as non-

sense; a book agent sends him into a panic; from late fiction he implores deliverance; he abhors the world of books in general—"And then he took up golf." O what a transformation! What ecstasy! What charm in the printed word then, at least, as far as golf is concerned. How eloquently that neat shelf of nine volumes by golf experts speaks! Reading deeper into the drawing I can find a softness and toleration for all letters, a polite veneration for the reading of others, a sympathy for and understanding of mankind, formerly unknown. And it is because reading sharpens our sympathies, widens our horizons, softens our prejudices, quickens our perceptions and refines our discriminations as nothing else in the world can do, that I urge it so strongly upon you.

Your years of study have taught you something of the art of finding the defects and merits of a writer, and that knowledge guided by your own taste is sufficient at first. As you gain in experience, you will find your taste in reading like your convictions and opinions, growing richer, mellowed, and more diverse with the advancing years.

Fiction may claim you for a time, or history, or biography. Perhaps your hobby is mechanics, or science, or books of travel, and you just revel in the latest invention, the newest serum, the remotest land. Then those are the books for you to buy, to read, to love, and they in turn will introduce you to others. A real book has many kin.

A passion for reading leads to many interesting acquaintances and friendships. It is

so easy to fall into informal talk with a fellow-being who displays a book we have read, or who betrays an interest in the treasured volume which accompanies us. Conversations about books seldom become heated or ill-natured as arguments about other matters often do. Here there is always a polite deference for the views of the other. One would as soon ridicule a man's family to his face or taunt him with his social position as to speak contemptuously of the books he admires.

I hope you will read much poetry and have a genuine admiration for the poets, for poetry holds spiritual pleasures surpassing all other reading. A great deal of excellent poetry is being written now so that at very little expense of time and money the spirit of man can keep company with the gods.

But whatever your line of reading is, do not neglect the work of your contemporaries. Perhaps they, interpreting life as you see and feel it, may cover the printed page with a fascination that writers of the past were unable to do, simply because you could not understand their point of view. Believe in the literature of your day. Read it, as it is produced day by day, hopefully, for a great many enduring and valuable books are being written by men and women, who toil and suffer and are poor and discouraged just as we are. We owe them the financial support we can give by buying books. The bigger support and the growing sales will give them courage, stimulating their genius to greater achievements and making the world of books a diviner thing.

Conditions of Foreign Bookselling in America

By Louis J. Jobin

President of Schoenhof Book Co., Boston

THESE are mysteries in all trades, and most men of business experience are content to allow a margin of confidence for these in trades that they do not understand; but it sometimes happens that under unusual and trying circumstances some shift or change of circumstances causes temporary dislocation between two allied markets, and it is then that hasty judgments or mistaken conclusions are likely to arise. It would not be fair to American dealers in foreign books if certain articles published recently in France, which accuse American foreign booksellers of profiteering, were to pass unchallenged; and perhaps there can be no better method of at once bringing to light the sources of our critics' errors and explaining to them our own exceedingly difficult position than to point out the essential and inevitable conditions of foreign bookselling in America today. And at the outset we may say that even if speculation on public ignorance of the present rate of exchange were possible,—which we very much doubt—we shall not need to refute that charge when we have told our story.

The foreign bookseller's enormous distance from his sources of supply is, under the most favorable conditions, a serious problem, and one which necessitates the greatest care and foresight. He must, if he is to keep reasonably close to the home prices of books, plan his publicity and estimate his orders with the utmost exactness, that he may neither fail his customers nor find his own shelves encumbered by books whose vogue has passed. When such a problem as this is so radically altered by the hundreds of new conditions which have suddenly arisen in the past seven or eight years, the wonder is that so many foreign booksellers in America have been able to keep their heads above water at all. Books could be neither returned nor disposed of: the demand ceased in some directions, and took the most unexpected turns in others; stocks became exhausted; books went out of print; war conditions entirely disorganized or totally destroyed importation facilities; cost of carriage became almost prohibitive; and the shortage of paper was and still is a serious matter. It is a fact that some of our leading publishers have been out of from

one-half to two-thirds of their best books, and that for two years orders have been only partially filled. The result was that the losses due to inability to supply those books which are in continuous demand in America have been in some cases appalling. It is not as tho we could offer substitutes, as other merchants can; as tho we could say to our customers, "I have not 'Madame Bovary,' but I can give you the 'Roman d'un Jeune Homme Pauvre' instead!"

This condition of affairs still persists to some extent; and attending it, of course, is the havoc it has wrought with our catalogs, circulars and general plans of publicity. The only means at present by which our public is kept informed of the publication of new and important foreign books is the pages of our great metropolitan newspapers. These notices, usually sent from abroad, catch the bookseller unprepared 3000 miles from his source of supply. Four weeks are necessary to secure the books, and, as the interest in them has often cooled before they arrive, many of them are destined to remain on the bookseller's shelves. He cannot order a dozen at a time when he wants them, as the ordinary bookseller can; he must perhaps order at once from 100 to 300 copies.

There is one natural condition in America, the direct result of the distance from supplies, which is not appreciated by the French publisher: the obligation to keep a full stock at all times. It has been the experience of the writer in visiting large European cities to find very few bookshops indeed with such stocks as are to be found under ordinary circumstances in the leading foreign bookshops of America; and this is especially true of France. He has never seen a store abroad where a customer could at once get all the works of the leading historians, contemporary fiction, books on science, philosophy and sociology, schoolbooks, old illustrated books of the seventeenth and eighteenth centuries, beautifully bound editions of old and modern writers, dictionaries from the large Larousse to the vest-pocket sizes. Imagine finding under one roof on the Paris boulevards Jules Lemaitre's "Les Contemporains," Taine's "Origines de la France Contemporaine"; Larive et Fleury grammars, Lavisse, Malet or Seignobos, "Histoire de France," "L'île des Pingou-

ine" of Anatole France, Rostand's "L'Aiglon, Maeterlinck's "Aglavaine et Sélysette," Mar-montel, Oeuvres Complets Ed. 1777, illustrated by Marillier, Oeuvres Complets de Voltaire, Rousseau, Brantome, all in eighteenth century editions; or the complete works of Maupassant, France, Loti, Daudet, Musset, Tinayre, Marcel Prevost, in beautiful binding.

That such shops can exist in America to-day is gratifying testimony to the general education and broad taste of our people; but at the present time they are sorely distressed to maintain their standards and efficiency: to keep faith with their public. That they are doing so, with their profits so seriously curtailed, the writer frankly believes to be due to something beyond any encouragement their business now gives them; for altho in a business sense they look to the future with full confidence, they are proud that the very nature of their interests binds them closely to the best educated and most enlightened people in the country. Their clientèle is not merely local: it is, indeed, nation-wide, as their publicity witnesses,—a natural selection of the most cultured minds. And will the French publisher smile if we remind him at this point that our clerks and assistants must to some extent correspond to our customers? The knowledge of at least two languages, his own and one other, is practically essential in the clerk,—a knowledge which in other American businesses or activities insures by itself a substantial pecuniary remuneration. For with us there is no England, Germany, Spain or Italy at our doors, whose language may be acquired easily and speedily, perhaps by the accident of residence near the boundaries. With us the acquirement of a foreign language usually implies long and patient study, unremunerated until its completion.

And as with the language, so with the books. At the prices for which foreign books are sold in America to-day, we hear no complaint from our customers, least of all from the one who is well informed on the rate of exchange. In fact the remark oftenest heard, as he purchases the latest book, is: "I don't see how you can sell this book at such a low price"; and we believe that if our French critics could appreciate our circumstances, their verdict would be the same.

Good Theatrical Window

PUTNAM'S, who have been specializing lately in current plays in book form, have had a wonderful opportunity to give publicity to these books to the theater-going audience, as Forty-Fifth Street, on which their store is located, is a much used artery from Fifth Avenue to the theater district. On the publication of "Claire de Lune," their window was decorated with the model stage settings that had been planned for the Barrymore production, and also the artist's drawings for the costumes, all of which made a window that did not fail to attract its crowd of people.

Getting a Reader's Reaction

E. P. DUTTON & COMPANY have been endeavoring to get some line on the reader's opinion of their fiction by carrying an inquiry in connection with the text of their recent advertisement in the *Outlook*. This advertisement is headed, "What Type of Fiction Do You Prefer? The Dutton list is varied, as shown by the following recent issues. . . . The publishers are deeply interested in the preferences of the readers of the *Outlook* and would appreciate any answers to the question at the top of this column, addressed to the Advertising Department."



WRAPPED AND LABELLED FOR PUBLICATION DATE
 IN CONNECTION WITH A SELLING CAMPAIGN THAT BROUGHT IN FIVE HUNDRED ORDERS
 FOR LANSING'S BOOK BEFORE PUBLICATION DATE, STEWART & KIDD USED THEIR WINDOW
 FOR THE WRAPPED PACKAGES WITH ADDRESSES ALL WRITTEN TO ATTRACT THE CURIOUS

Book Paper Market for 1920 Reviewed

IN an article written for the Annual Number of the *Paper Trade Journal* by D. W. Pratt, Manager of the Mill Department of the Butler Paper Corporation of Chicago, the book paper situation for the year of 1920 is reviewed. We quote a few paragraphs of special interest.

In discussing the factors that caused a slowing in demand, Mr. Pratt says:

In the early fall, when the banks started to curtail on loans, the national advertiser started drawing in his lines and we found that those publications which carry a large amount of advertising, diminished in size from week to week. Space advertising is, of course, their principal source of revenue and the tremendous demand for space the early part of the year made it necessary for them to make arrangements for a larger supply of paper than they ordinarily required. Consequently, when this advertising was curtailed they were receiving more paper than was needed for their issues and they accumulated stock. They went into the first of the year 1921 with a large surplus on hand and this prevented their taking even their normal requirements.

The paper merchant had been unable to take care of the demands made upon him and in order to meet these requirements had placed heavy orders. With the demand dropping off, his stocks gradually became heavy and by December 31 he had so much stock on hand that it was impossible to place any orders.

The other large consumers of book paper, such as the large mail order houses, had orders placed far in advance and they also started to accumulate large stock. Another very important factor was the foreign exchange situation, which prevented our exporting paper

in the quantities we could have, under a more normal exchange basis, and this outlet was consequently lessened.

We have also felt the result of renewed activity on the part of some foreign mills and altho the quantities available are largely exaggerated, it has had effect on the demand.

These are the most important factors contributing toward the slowing up in demand. In the months of December, 1920, and January and February, 1921, there was taken out of the market, thru curtailment in production, about 35 per cent of our total output of book paper.

We are now confronted with a universal demand for lower prices and a large amount of paper-buying has been postponed awaiting them. Thru reductions which have been made, we have gone a portion of the way in meeting this demand for lower prices, but the paper buyer generally, does not feel that the lowest level has as yet been reached.

Book paper is being consumed, in my opinion, to a little greater extent than it is being manufactured. Consequently, stocks are being reduced gradually and I think we can look for a slight increase in demand.

It is going to take a certain amount of time to impress the buyer of paper that the lowest point is reached after it actually has been established. Therefore, I feel that all factors should make price reductions immediately when there is any opportunity of doing so. In this way, we will not only meet the demand for lower prices, which does exist, and encourage the user of paper to purchase what he needs for immediate consumption, but we will also hasten the time when the paper buyer feels that the normal basis has been reached.

Back With a Million Dollars Worth of Books

DR. A. S. W. ROSENBACH, has returned from England with \$1,000,000 worth of fine books purchased in London recently. All the books have not yet arrived, Dr. Rosenbach said, but some of the finest treasures which he purchased at the sale of the famous Britwell library early in March are here. One individual shipment represented books valued at close to \$250,000. Dr. Rosenbach's purchases, including several private collections, comprise the largest individual purchase made abroad by a collector or dealer since the death of George D. Smith.

Many of the books bought by Dr. Rosenbach will find their way into the magnificent library of Henry E. Huntington. Dr. Rosenbach acted as his agent in many purchases, but the majority of the books were bought on Dr. Rosenbach's account or for other collectors.

The Britwell sale at Sotheby's was the most important one of the fine books that has been held there since the war. Of the total of slightly more than £48,550 obtained for the Britwell books, Dr. Rosenbach's purchases amounted to £41,000, providing another example, of which the late George D. Smith furnished so many to the English collecting world, of the eagerness in this country for the choicest treasures in bibliography and the willingness to pay for them.

Dr. Rosenbach admitted that it was partly due to the lamentations of some of the English papers at the loss of so many more of old British library rarities that induced him to sell to the British Museum two of the best Britwell books, which the National Library was anxious to obtain. One was the first edition of William Percy's "Sonnets to the Fairest Coelia," printed in 1594, for which Dr. Rosenbach paid £650, and the other was Thomas Deloney's "Strange Histories or Songs and Sonnets" printed in 1612, for which £270 was

paid. When Dr. Rosenbach ascertained how keenly the British Museum regretted the loss of these old volumes, he offered to sell them for the price he had paid and this offer was accepted.

"The situation abroad in the old book market is very satisfactory," said Dr. Rosenbach. "Indeed, it was much better than I had looked for. While ordinary business has dropped off somewhat abroad just as has been the case here due to the general depression, the book demand abroad, as in the United States, seems to be as strong as ever, with no hesitancy because of the cost on the part of those who want some peculiar rarity. For the best things prices are very high, in many cases higher than before the war, as the sale of the Britwell library clearly showed. The highest estimate of the best book dealers in London was that the library would bring about £30,000, but results showed that this was too conservative by more than £18,000.

"Despite the dispersal of so many of the largest English private libraries, the collecting of books is very much in evidence, and I am inclined to think that today there are more collectors with average to very good specialized libraries than has been the case for the last twenty-five years. The largest private library now intact is that of the Earl of Crawford and Balcarres, whose collection of about 35,000 volumes is rich in early English literature. Earl Rosebery has a fine collection, and one of the best in London is undoubtedly that of Thomas J. Wise, who has one of the most complete collections in the world of eighteenth and nineteenth century works.

Dr. Rosenbach said that while there is a very natural feeling of regret in many English circles that the better part of so many of their fine libraries has gone across the water, he failed to discover any evidences of jealousy at the extensive purchase of Mr. Huntington.

The Ad Man's Reading

A POINT of view on the business man's reading that puts a little different angle on the discussion of business books is contained in the *Printer's Ink* of April 21st. A business man of Hamilton, Canada, sent to the editor the following inquiry:

"What authors would you advise an ad man to read who has good natural ability, but is rather deficient in English and whose style needs to be rounded off?" The editor's suggestion for developing a good style is worth the attention not only of ad men, but of men in various businesses who need to perfect their command of the English language.

"In suggesting a course of reading for the purpose described, a great deal depends upon the tastes and inclinations of the individual who is going to swallow the prescription.

For it is hard to imagine any more dispiriting drudgery than wading thru page after page of absolutely irreproachable English which is at the same time utterly uninteresting.

"A good style depends primarily upon the ability to *feel* the difference between clearness and opacity, clumsiness and grace, strength and weakness. And since this is so largely a matter of the sensibilities and emotions, the first requirement in reading for style is an illuminating interest in the subject.

"Therefore the authors which an ad man should read in order to improve his style will vary according to what he happens to like or dislike. We know of a man who keeps handy a volume of Gibbon's "Decline and Fall of the Roman Empire" as a stimu-

lant for a jaded style, but we wouldn't recommend it to one who has no special taste for the slow drama of history. One of the most successful advertising managers in this country reads Thomas à Kempis when things seem difficult. As between Gibbon or Thomas à Kempis, and the short stories of O. Henry there is a great gulf, but either may provide the needed spur. We venture a few specific suggestions:

"The Bible in the Authorized Version. The Book of Common Prayer, Marcus Aurelius, Thomas à Kempis.

"Gibbon's 'Rome,' Francis Parkman's 'History of France in the New World,' John Fiske's 'History of the United States.'

"Washington Irving's 'Life of Oliver Goldsmith' and 'Christopher Columbus,' Lord Charnwood's 'Abraham Lincoln.'

The Honorary Fellowship of Booksellers

UNDER the plan outlined at the last Convention of the Booksellers, there is now to be instituted an Honorary Fellowship of American Booksellers, "the purpose of which is to provide some means by which the book-trade can honor those of the profession who have raised bookselling to a high level of efficiency."

Forms for nominations have been circulated in the trade during the last month, and 14 have been nominated for this honor. A list of these names has now been sent to every member of the American Booksellers' Association, the votes to be sent to Atlantic City, and the names of the five elected for this year to be announced there. The nominations sent in cover all parts of the country, and, altho there are, of course, many others deserving of the honor if their friends had taken the initiative to put their names in nomination, the list is of real distinction, and will permit the book-trade to express its appreciation of the work of five of its members. Each year five other names will be added to the list.

The nominees being voted on are:

William Harris Arnold, Syndicate Trading Co., New York.

Charles E. Butler, Secretary of Brentano's, New York.

J. K. Gill, J. K. Gill Co., Portland, Oregon.

Laurence Gomme, Neighborhood Bookshop, New York.

E. Byrne Hackett, Brick Row Book Shop, New Haven and New York.

Davis L. James, Cincinnati, O.

George W. Jacobs, George W. Jacobs & Co., Philadelphia.

Joseph C. Jennings, Old Corner Bookstore, Boston.

Louis A. Keating, W. Y. Foote & Co., Syracuse.

Bertha E. Mahony, The Bookshop for Boys and Girls, Boston.

G. C. Parker, Los Angeles.

Alexander Robertson, San Francisco.

"The Essays of Ralph Waldo Emerson, Walter Pater and Robert Louis Stevenson.

"Lincoln's First and Second Inaugural and Gettysburg Addresses, Edmund Burke's Speeches, Webster's Reply to Haine.

"Henry D. Thoreau's 'Walden,' and Henry Van Dyke's 'Little Rivers.'

"'Vanity Fair,' 'A Tale of Two Cities,' 'The Scarlet Letter.'

"Short Stories by Edgar Allan Poe, Rudyard Kipling and O. Henry.

"The books referred to are at least sturdy representatives of their several branches, and can do no possible harm to a copy writer's style. As for choosing among them, it is well to remember that the man who doesn't like caviar is assuredly at liberty to let caviar alone."

Frank Shay, 4 Christopher St., New York.
W. K. Stewart, Indianapolis, Louisville and Cincinnati.

W. D. Wilson, Lowman & Hanford, Seattle.

Special New York Delegation

A LARGE group will go to the Convention from New York on the 3 o'clock train on Monday, the 11th. This train leaves at four o'clock by day-light saving time, and will arrive there in time for dinner at Atlantic City. If all who are going on this train, or who can plan to go on this train, making the trip an enjoyable event, will write to David J. O'Connell, he will arrange all transportation and return trip certificates. The Committee again emphasizes the importance of everyone getting these certificates in order that the special rates on return may be available. When the ticket to Atlantic City is bought at any station, buy a single fare to Atlantic City and ask for the Convention certificate for the American Booksellers' Association Convention. If 350 of these are presented at Atlantic City, the return fare can be bought for half price.

Banquet Program Ready

THE Chairman of the Banquet Committee has announced the list of speakers for the Banquet on May 12. The Toastmaster is to be Dr. Andrew F. West, Dean of the Graduate School of Princeton, famous as a speaker; William Allen White, author and first citizen of Kansas; Edward Bok, who built up one of the great American journals, and whose autobiography has been one of the books in the past year; Roland S. Morris, of Philadelphia, for four years Ambassador to Tokio.

This banquet is to have special songs and music. The seating is in charge of David J. O'Connell. The Traymore Hotel has given Mr. Darrow the use of their famous Submarine Grill for this occasion.

Convention Attendance

WHAT seems to be a remarkable response to the final announcement of Convention plans has been coming in the mail of Whitney Darrow of Charles Scribner's Sons, who has been engineering the program. In four days over 175 replies were received, and this does not include scores who are known to have made their plans and who have not sent in the reply post card. 150 of the first replies are printed below. The Committee emphasizes that the printing of this list does not mean that there is any closing up of the list of those who can be accommodated at the hotel, as there will be plenty of room and hospitality for everyone. It may, however, indicate to some that friends are planning to go, and this will enable many more to decide on making this trip.

Cedric R. Crowell, (1) New York City.
 Ralph Wilson, (1) New York City.
 Whitney Darrow, (1) New York City.
 Miss H. Josephine Pfanstiehl, New York City.
 John A. Holden, New York City.
 Frederic G. Meloher (3) New York City.
 Charles A. Burkhardt, New York City.
 W. H. Arnold, New York City.
 Melville Minton, New York City.
 A. G. Seiler, New York City.
 Philip Grosset, New York City.
 Himebough & Browne, (3) New York City.
 Alexander Wusserman, (2) New York City.
 Edwin O. Chapman, New York City.
 George W. Brazer, New York City.
 J. W. Corrigan, (2) New York City.
 Alfred Harcourt, New York City.
 Frank Shay, (1) New York City.
 Alfred Hartog, (2) New York City.
 Robert Cortes Holliday, New York City.
 Edward P. von Gogh, New York City.
 Frank L. Reed, (1) New York City.
 Irene Jonas, New York City.
 William J. Colby, New York City.
 E. H. Ziegler, New York City.
 Arthur T. Leon, New York City.
 Belle M. Walker, New York City.
 Alice M. Dempsey, New York City.
 Daniel W. Nye, (1) New York City.
 M. Stanleyetta Titus-Werner, (1) New York City.
 William S. McKeachie, New York City.
 Richard Mendel, New York City.
 L. S. Shuford, New York City.
 George Kleinteich, (1) Brooklyn, N. Y.
 J. L. Thompson, (1) New York City.
 Marian Kelley, Brooklyn, N. Y.
 Peter Reilly, (2) Philadelphia, Pa.
 James Flood, Jr., (1) Philadelphia, Pa.
 Walter S. Lewis, Philadelphia, Pa.
 Dorrance & Co., Philadelphia, Pa.
 Peter Stam, Jr., Philadelphia, Pa.
 Joseph W. Lippincott, Philadelphia, Pa.
 L. M. Cross, (2) Philadelphia, Pa.
 C. C. Shoemaker, Philadelphia, Pa.
 George W. Jacobs, Philadelphia, Pa.
 L. B. Vaughan, Chicago, Ill.
 Philip J. Maher, (1) Chicago, Ill.
 F. K. Reilly, (1) Chicago, Ill.

Donald P. Bean, Chicago, Ill.
 T. S. Fitzpatrick, Boston, Mass.
 Benjamin Fisher, (1) Boston, Mass.
 Warren F. Gregory, (2) Boston, Mass.
 Fred L. Donahue, (1) Boston, Mass.
 S. W. H. Taylor, (1) Boston, Mass.
 S. G. Shimer, (1) Middletown, N. Y.
 H. C. Barnhart, (2) York, Pa.
 Lawrence V. Harvey, Harrisburg, Pa.
 George F. Warfield, Hartford, Conn.
 Harriet J. Hall, Buffalo, N. Y.
 B. E. Sanford, Ithaca, N. Y.
 Sidney S. Koch, (1) Altoona, Pa.
 J. Campbell Kemp, Pittsburgh, Pa.
 Dorothy L. A. Grant, (2) New York City.
 G. S. Cooper, New York.
 William M. Davis, (2) Kingston, N. Y.
 Seely Conover, (1) Amsterdam, N. Y.
 Mrs. Fred E. Wilkins, Danvers, Mass.
 Eugene L. Herr, (3) Lancaster, Pa.
 Clifford H. Lyman, Northampton, Mass.
 J. Kronish, New Haven, Conn.
 Henry S. Hutchinson, New Bedford, Mass.
 Robert C. Saltmarsh, Bedford, Mass.
 Tina J. Cummings, Buffalo, N. Y.
 Olga T. Chalmers, Rutland, Vermont.
 Marion E. Dodd, Northampton, Mass. (1)
 George R. Holsinger, (1) Youngstown, Ohio.
 H. V. Korner, Cleveland, Ohio.
 Edward W. Wallace, Oil City, Pa.
 R. T. Wills, (1) Greensboro, N. Y.
 John G. Kidd, Cincinnati, Ohio.
 W. R. Reed, New Brunswick, N. J.
 Kenneth R. S. Fisher, Adrian, Mich.
 E. B. MacAllister (1), Rockland, Maine.
 Morris S. Traver, Trenton, N. J.
 Bates E. Clarke, (1) Kalamazoo, Mich.
 George O. Wirtz, Little Rock, Ark.
 Alice L. Steinlein, Wilmington, Del.
 E. W. James, (1) Clarksburg, W. Va.
 William O. Jones, (1) Kalamazoo, Mich.
 Ward Macauley, Detroit, Mich.
 W. V. McKee, (1) Detroit, Mich.
 McKinney, Doubleday & Cone, Cortland, N. Y.
 J. K. Richardson, (1) Akron, Ohio.
 F. W. Zercher (1) York, Pa.

Free Airplane Trip

AT the Costume Ball the first night of the Convention prizes will be given for the best costume representing either the title of a popular book or of a well-known character. The Penn Publishing Company offers an additional prize, an aeroplane trip over Atlantic City, to the lady who most successfully represents either the title or a character in one of the following novels: "The Tin Soldier," "The Harbor Road," "Hannah Bye," "The Husband Test," "The Trumpeter Swan," "The Cresting Wave," "Mocking Bird Gap," "Contrary Mary."

"Miss Lulu Bett," "Main Street" and other present successes are rural novels without the b'gosh or hayseed element. Our novelists have at last succeeded, in making hicks without straw.—*Chicago Daily News.*

3
May
Days

May 1921

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |

A. B. A. CONVENTION DAYS

MAY began its career as a convention month way back in 1778 when America's first convention met in Philly to put the U. S. A. upon the map. Things always begin to hum in May—garden things, birds, buds and business—a propitious month it seems, in which to start something! Think of the celebrities who have started in May—Barrie, Walt Whitman, Peary, Robespierre and Jay Gould. Jamestown was started in May, 1607; the first telegraph in May, 1844; and it's only two hundred twenty years ago this May since Capt. Kidd got himself hanged and started the world ahunting for his treasure chest. Herein is a hint to A. B. A. Conventioneers. Let the spirit of May grip us one and all. Let's start something in the book business—and the best way to begin will be to start for our Convention at Atlantic City on time to reach the A. M. Session of the first day, May 10th, Convention Hall, Hotel Traymore.



Come
Chop down all
objections
Atlantic City's
calling
Be a Sport!

A. B. A.

Convention News

THE PROGRAM

How shall we reach the non-bookreaders?

Practical way and means of
enlarging the book-buying
and book - owning public

CEDRIC R. CROWELL, . . . Chairman

Speakers

**Every branch of book-making and
book-selling is represented by:**

EUGENE L. HERR

President, The American Booksellers'
Association

CARL H. MILAM

Secretary, The American Library Association

HENRY BLACKMAN SELL

Editor, Harper's Bazar

ROBERT CORTES HOLLIDAY

Author and Literary Advisor to Henry Holt
& Co.

HONORÉ WILLISIE

Author and former Editor-in-Chief of the
Butterick Publications

DANIEL LONGWELL

Clerk, Penn Terminal Bookshop, N. Y.

A. KROCH

Kroch's Bookshop, Chicago.

LEO FAST

A lecturer for department stores on sales-
manship

F. W. HOPKINS

General Sales Manager of the Columbia
Graphophone Company

JOHN R. WILDMAN

Member of the firm of Haskins and Sells,
Accountants

FLOYD PARSONS

Author of "Everybody's Business"
Saturday Evening Post

FREDERIC MELCHER

Secretary of National Association of Book
Publishers; editor of The Publishers' Weekly

Convention News

THE TWENTY-FIRST ANNUAL CONVENTION AMERICAN BOOKSELLERS' ASSOCIATION

Atlantic City, New Jersey

THE TRAYMORE Convention Headquarters, directly on the Boardwalk and the Ocean is Atlantic City's finest hotel. On the 10th floor a registration office and lounge will be open for the business of the Convention.

THREE DAYS

in the gay spring sunshine and bracing breezes of Atlantic City will make a new man of you. Come—everyone connected with bookselling, book publishing and literary work, with your friends and families.

Reduced Railroad Rates

¶Reduced rates of a fare and a half have been secured over all railroads of the Trunk Line Association and the Central, the Western, the Southwestern, and the Southeastern Passenger Associations, provided 35¢ take advantage of this opportunity.

¶Pay full fare one way. Return fare will be adjusted at the convention. Be sure to procure a "Convention Certificate" on purchasing your ticket to Atlantic City. It is extremely important that everyone from New York, Philadelphia and the vicinity does this to bring the number up to 350, so that those from greater distances may not suffer a loss.

¶These rates do not apply to the New England Passenger Association, including Boston, or the Trans-Continental, including California.

Hotel Accommodations

Don't let expense keep you away. Accommodations to suit every purse.

Everyone is urged to stop at Convention Headquarters. Write directly to the Traymore for rates. There are many other good hotels in Atlantic City, if you prefer, as well as coffee houses and restaurants, outside the hotel dining-rooms.

For further information on rates, etc., address

WHITNEY DARROW
597 Fifth Ave., New York

If you have not received our Convention Information Booklet mailed from New York on April 18th please write for one.

"And what a show!
"There's nothing can touch it"



**Ye bulwarks
of the book business—**

Atlantic City's calling you

"To rest a bit and jest a bit
And balance up your reason
To laugh a bit and chaff a bit
And joke a bit in season."

The Play

Steel Pier Ballroom May 11th, 8:15 P.M.

A stirring drama of the American Book trade
Specially prepared scenery A marvelous cast
Lines and staging by **Robert G. Anderson**
Music by **Charles Denhard**

The Costume Dance

The Traymore May 10th, 9-12 P.M.

Given by the Women's National Book Association
Come as a book title! Come as a
book character! Come anyway!
The costumes promise a lot of fun
Four prizes for the most effective

The Banquet

Submarine Grill, Hotel Traymore, May 12th, 7 P.M.

The climax of the 1921 Convention
A sumptuous affair directed by **Whitney Darrow**
Three eminent speakers
Songs and special piano features
Music by the Traymore Orchestra

*Atlantic City offers a host of attractions. Make this
our biggest year by coming—everybody!*

Eugene L. Herr, President Lancaster, Pa.

THE AMERICAN BOOKSELLERS' ASSOCIATION

156 Fifth Avenue New York

More Religious Book Totals

THERE have been many references to the large sale of religious books in the trade in the last few months, and the carrying out of the plans for the promotion of religious journals and religious books in the Catholic field brought to light striking statistics as to the tremendous sales which have been obtained thru the outlet of the Catholic stores.

The publisher of "The Question Box" by Rev. B. L. Conway gives its sales as now running over 2,000,000. Cardinal Gibbons' famous book, "Faith of Our Fathers," has now reached in this country a sale of 1,500,000. If figures could be made available, even these high marks would probably be exceeded by the sale of "The Imitation of Christ" by Thomas à Kempis, but, as there are so many editions of this book, no accurate estimate could be given. Other figures that indicate sales of remarkable extent are: "Plain Facts for Fair Minds" by Rev. George A. Serle, more than 700,000; "Catholic Belief" by Very Rev. Joseph Faa di Bruno, 500,000; "Introduction to a Devout Life" by St. Francis de Sales, 200,000 copies; "God and Myself" by Martin J. Scott, 165,000; "Devout Instructions on the Epistles and Gospels" by Goffine, 125,000; "The Hand of God" by Martin J. Scott, 90,000.

During March a very extensive campaign thruout the country was conducted in the interest of Roman Catholic journals, and pulpit and bookstore joined in emphasizing the importance of this reading matter. In many cases, at the instigation of the book publishers, this drive on magazines was supplemented by a suggestion as to the importance of the religious book, and reports from many centers show that this idea was carried out, altho in other places it was felt that it would only confuse the issue if both were pushed at once.

One of the leading Catholic book publishers who has been interested in extending the area of interest in book purchase has reported that it seems very likely that in another year a more special emphasis on books can be carried out in both church and bookshop, as those stores that concentrated on the problem this year have found good returns. The bookstores now have undoubtedly an increased confidence in the public's buying interest in these books, and there is a general opinion that the distributing channels can be made to function even more actively.

A Hundred Per Cent Efficient Retailer

SELF-MEASUREMENT has always been a help to growth, and many people will remember the stimulus that came to them from applying to their own lives the plan plotted out by William DeWitt Hyde in his little book entitled "Self Measurement."

An effort in the direction of self-measure-

ment for retailers has been suggested by the Cyclone Fence Company, which has sent out to the retailers a card containing twenty-four leading questions. To each of these questions was allowed a certain percentage, and the total came to one hundred per cent. It was not intended that these cards should be sent in to any headquarters, but merely serve as a check-up for the retailer's own personal application. Most of these points are equally pertinent to the retail book-trade, and a similar self-examination in this field would be worth trying.

The Hundred Per Cent Retailer

Here are the questions as they appear on the card:

| PERFECT | YOUR GRADE |
|--|-------------------|
| 6—Have you an up-to-date business and accounting system in your store? | |
| 5—Is your business growing? | |
| 6—Do you take an annual inventory? | |
| 5—Do you figure selling price so as in all cases to guarantee you a profit? | |
| 5—Can you state definitely what your overhead expense percentage amounts to? | |
| 5—Have your sales reached a maximum for the expense involved in selling? | |
| 3—Do you know what lines pay best and which pay least? | |
| 3—Is your advertising campaign carefully planned ahead? | |
| 3—Do you push nationally advertised goods? | |
| 5—Do you discount your bills? | |
| 3—Do you make special effort to sell the more profitable articles? | |
| 6—Do you turn stock at least four times a year? (Allow 1 for one turn; 2 for two turns; 4 for three turns; 6 for four turns) | |
| 2—Do you meet your customers personally? | |
| 5—Do you buy from more sources than necessary? | |
| 4—Are your windows regularly and attractively trimmed? | |
| 5—Do you give prompt courteous service? | |
| 4—Do you and your clerks study the merchandise you sell? | |
| (Do you know how it is made and best talking points?) | |
| 3—Do you make use of the publishers' free advertising cuts and other helps? | |
| 3—Do you belong to the Booksellers' Association? | |
| 6—Do you attend the convention? | |
| 3—Do you read trade journals? | |
| 2—Have you a good mailing list? | |
| 3—Do you use it? | |
| 5—Do you have co-operation and team-work in your store? | |
| 100% Total | Total Grade |

And Then He Took Up Golf

By BRIGGS



From the New York Tribune

Specializing on Sporting Books

WHEN a sportsman is in doubt he does one of two things, either consults some brother sportsman, some outdoor periodical or a book by an authority on the subject in question.

Is it a book on "How to tie flies," "How to build a log cabin," "The habits of wildfowl," or something on the territory accessible along the Amazon River—where shall he go to find it? Certain it is that when he outfits for his games or his travel he looks for advice and what nook or corner in a sporting goods store holds more of advice, instruction and incentive than the book shelf.

Here is a gathering of printed advice from all those who have done things, and can tell us how to do things or where to go. On the seventh floor of the big Abercrombie & Fitch Company building in New York, probably the greatest sporting goods store in the world, is an attractive book corner in charge of Mrs. Mary Nebon, and here are gathered a selection of books that cover every phase of sport, practical text-books, books on exploration, travel, nature study, and the fiction that appeals to the red-blooded man for his idle hour at home or in camp.

The big game hunter buys his rifle, then gets his ballistics and his grizzly bear treatise up in the book corner just off the camping floor with its atmosphere of erected tents, sleeping bags and big timber duffle. The golfer, the tennis player, the athlete, even the seasoned explorer just off for the wastes of the Arctic World or the heat of the Jungle—comes to the corner to brush up on his subject.

Mrs. Nebon is there to imbibe his knowledge or to suggest something "just off the press." She is an enthusiast. Her books are her friends and to her customers she introduces them as aids to a wider acquaintance with the out of doors.

It has taken special study to do this. Constant shopping for new titles and a reading knowledge of the books is necessary to keep the shelves well filled and attractive.

The room is light and airy, the books are classified on the shelves under display headings, so that one may find easily the range of titles looked for. It is a collection of good things that breathe the air beyond the city—no musty tomes in sombre bindings, the books are just glimpses of what a man should find and what he does find along the trails to everywhere.

Medical Book Called Obscene

MR. WILLIAM JAY ROBINSON, publisher of "Love in Marriage or Married Love," was fined \$250 in Special Sessions April 22 on the ground that its issue and sale were violations of Section 1141 of the Penal law, which relates to the publication of obscene matter. It was announced that an appeal would be taken to the highest courts, as the book had been sold for some time in Great Britain and Canada.

George Gordon Battle, attorney for the publisher, told the court that the book was a standard volume, and had a wide circulation among medical men. Dr. Robinson said that the book was published abroad by G. P. Putnam's Sons, and that a circular sent to him by the British publishers contained endorsements of well-known writers, among whom were H. G. Wells, George Bernard Shaw, Arnold Bennett, May Sinclair, Leonard Merrick, E. Phillips Oppenheim, Eden Phillpotts and the Rev. Dr. W. R. Inge, Dean of St. Paul's Cathedral, London.

"The signatures of these authors, and of others on the circular," said Dr. Robinson, "are guaranteed to be genuine by the publishers."

The author of the book was Dr. Marie C. Stopes, said to have obtained degrees from London and Munich universities. The case has been in court since last June. Some of the witnesses for the defense at the trial in January included Kermit Roosevelt, Dr. W. J. Exner, director of the general educational activities of the Y. M. C. A.; Professor Charles B. Fagnani of the Union Theological Seminary and Professor Maurice A. Bigelow, Dean of Teachers College at Columbia University.

The fact that Presiding Justice Clarence Edwards had dissented from the opinions of his two associates in Special Sessions, said Dr. Robinson, laid a further basis for an appeal. The opinion of Presiding Justice Edwards, in part, read:

"Three hundred years ago, in the light of authoritative opinion then attained, teaching the Copernican theory of the solar system was considered immoral, and Galileo, being a good citizen as well as a good astronomer, yielded to constrained authority, surrendered in large measure the joy of genius in original investigation and sharing with his fellow-beings the resultant knowledge.

"True modesty is not shocked by any necessary conversation in plainest terms concerning the most intimate matters. I do not think that the evidence before us concerning the book and the manner of its sale, as shown by the testimony of the experts for the defense, received from men learned in medical science, establishes either of the propositions urged by the prosecution.

"Therefore I advise the court to decide the issue by acquitting the defendant."

An Elaborate House Organ

WITH April Brentano's began the publication of an enlarged edition of their former book medium called *Book Chat*, to be published bi-monthly. This is perhaps the most elaborate organ that any bookseller has ever undertaken to put out, a book for advertising purposes to send out to customers without cost. As it is now printed, it is a periodical of the size of the PUBLISHERS' WEEKLY and contains 68 pages.

The text is in the form of special articles or interviews concerning current publications, an interview with Sherwood Anderson by himself, an appreciation of D. H. Lawrence by Richard Douglas, an article by Gertrude Atherton and others by Floyd Dell, Coningsby Dawson and others. Besides the publishers' advertising carried, there are lists of current books and special pages devoted to the foreign departments of the Brentano business.

Speaking of the editorial policy, the editor says:

"You have no doubt already remarked the changes in this *Book Chat* from the old form and substance.

"In the first place, we now carry the advertisements of many of the publishers who are furnishing the best in literature that this and other countries have to offer. As we handle the books of these firms and heartily approve of the work they are doing, it seemed only just to us that we allow the publishers to bring the best of their output to your notice, telling their story in their own words. So much for the innovation of advertisements in *Book Chat*. You will find them almost as interesting as the text and well worth the time spent in reading them.

"We propose to make our *Book Chat* a little magazine of real literary significance, a periodical thru which you may keep in pleasing touch with the literature of yesterday, today, and tomorrow."

Few retail houses could be able on their own initiative to plan so elaborate a book promotion periodical.

Postal Matters

One Cause of Delayed Deliveries

NUMEROUS complaints have been received from the Madrid post office indicating that packages are delayed in delivery because the packages and the customs declarations which accompany the packages do not bear the complete local address, that is, the name of the street and number of the house, or other designation of residence or place of business at which the addressees may be found, especially in the larger cities of Spain.

Senders of parcel post packages should give complete local address on every package destined for foreign countries and particularly when the packages are directed to places in Spain.

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of February:

FICTION

Main Street, by Sinclair Lewis. *Harcourt.*
 The Age of Innocence, by Edith Wharton. *Appleton.*
 The Mysterious Rider, by Zane Grey. *Harper.*
 Moon-Calf, by Floyd Dell. *Knopf.*
 Potterism, by Rose Macaulay. *Boni.*
 The Sisters-in-Law, by Gertrude Atherton. *Stokes.*

GENERAL

The Outline of History, by H. G. Wells. *Macmillan.*
 Margot Asquith; An Autobiography, by Margot Asquith. *Doran.*
 White Shadows in the South Seas, by Frederick O'Brien. *Century.*
 The Americanization of Edward Bok, by Edward Bok. *Scribner.*
 Roaming Through the West Indies, by Harry A. Franck. *Century.*
 Now It Can Be Told, by Philip Gibbs. *Harper.*

The Atlantic's Bookshelf

THE notable new books which have been placed on the *Atlantic's Bookshelf* according to the April number of the *Atlantic Monthly*, are:

The Peace Negotiations: a Personal Narrative, by Robert Lansing. *Houghton.*
 The Mirrors of Downing Street: Some Political Reflections, by A Gentleman with a Duster. *Putnam.*
 The New Jerusalem, by G. K. Chesterton. *Doran.*
 Russia in the Shadows, by H. G. Wells. *Doran.*
 Hungry Hearts, by Anzia Yezierska. *Houghton.*
 The Sisters-in-Law, by Gertrude Atherton. *Stokes.*
 The Story of Doctor Doolittle, told by Hugh Lofting. *Stokes.*

"Fiction in Public Libraries"

IN the *Library Journal* (April 15th) there is an interesting contribution by Louis N. Feipel of the Brooklyn Public Library on "Public Libraries and New Fiction" in which he gives a survey of the purchases by forty-one leading libraries of the popular novels of 1919, with some interesting comparisons. The list of titles numbered one hundred and eighty-one, arranged in the order of their adoption, the first on the list having been approved by thirty-seven of the forty-one libraries, while the last was circulated by one library only. The writer is seeking a basis of selection that will more nearly conform to a standard acceptable to all libraries and proposes to approach the subject again in later contributions.

The Greatest Twelve Modern Novels

FRANK Shay, bookseller and editor, has prepared a tentative list of the best books since the days of Thackeray and Dickens. The list is as follows:

Lord Jim. Joseph Conrad.
 Casuals of the Sea. William McFee.
 Growth of the Soil. Knut Hamsun.
 The Demigods. James Stephens.
 The Way of All Flesh. Samuel Butler.
 Jean Christophe. Romain Rolland.
 Tono Bungay. H. G. Wells.
 Sons and Lovers. D. H. Lawrence.
 Sister Carrie. Theodore Dreiser.
 Crime and Punishment. Dostoevsky.
 Tess of the D'Urbervilles. Thomas Hardy.
 McTeague. Frank Norris.

John Weaver, in his book page in the *Brooklyn Daily Eagle*, comments on the list making some vigorous objections:

"A very fine list, is it not? At the same time, at least three substitutions occur to us at once. We cannot find many elements of greatness in 'Casuals of the Sea,' in comparison with 'The Old Wives' Tale' of Arnold Bennett. 'Sons and Lovers' must be disposed of to make room for Hergesheimer's 'The Three Black Pennys.'

"None of the others is easily dispensed with, but some consideration must surely be made of George Moore, Anatole France, Turgeneff and Nexö's 'Pelle the Conqueror.' 'The Demigods' appears to be the other doubtful pretender to novelistic royalty.

"There are undoubtedly other candidates for inclusion which escape our mind."

A National Paper Policy

THERE have been a good many disputes over the paper question in France. The consumers have been very happy to see the beginnings of foreign competition to lower the price of French paper. But the French manufacturers have immediately sent out a call for help says a French book-trade paper, and the entrance of foreign papers is a real danger to them, their factories may have to close down. Under these conditions they have asked for a rise in import duties to prevent their failure.

Of course, the consumers are opposed to import duties and in favor of the free entrance of paper. But this is by no means a fair statement of the whole problem. The question is not whether by free trade the French consumers shall obtain paper cheap regardless of its source.

The real problem is to establish a program of paper production and distribution which shall assure to France the greatest control of this production and of its traffic, whatever may be the changes in the unstable condition of present-day Europe, and shall give to the publishing business (whether newspaper, periodical or book) at the same time low prices and a preferential position in distribution.

Booksellers and Stationers Meet at Rock Island

THE joint meeting of Illinois and Iowa Stationers and Booksellers has issued a complete program covering a convention of three days from May 3rd to 5th at Rock Island, Illinois. Among the speakers will be Frank K. Reilly, President of Reilly & Lee Company, on "Co-operation between Publisher and Bookseller." Mr. Reilly will represent the National Association of Book Publishers, Morris Sanford, President of the Morris Sanford Company, of Cedar Rapids, Iowa, speaks on "Training of the Sales Force." Fletcher B. Gibbs, General Manager of the National Association of Stationers and Manufacturers, is to give an address. The statement of the convention purpose is given in the announcement as follows:

"The program as planned means real business for the convention sessions, so that from a strictly business standpoint no dealer can afford to stay away. Topics of interest to every dealer will be discussed, such as the following:

"1. Stock taking, or how goods should be inventoried.

"2. A simple method of ascertaining the cost of doing business.

"3. How to figure costs and to price goods.

"4. The average percentage of incoming carriage charges to costs.

"5. Cost of doing business.

"6. Discount to competitors.

"7. The cost value and relative merits of different kinds of advertising.

"8. The proposition of adjusting our present overhead to present sales.

"9. Co-operative buying.

"10. The best system for checking and auditing cash sales."

Where is the Money for Books?

SOMETIMES the producers and distributors of books, whether booksellers or librarians, speak as tho there was a very definite limitation to the amount of books that the public could afford to purchase from year to year. Booksellers have congratulated themselves when the distribution in their city has increased 10 per cent from time to time, and librarians have felt pleased when the appropriation was occasionally increased.

The wealth of the country, however, from which the book buying must be done or the book appropriation for the library taken, has increased by a percentage that should be an incentive to those who sell what is sometimes termed luxuries. In pointing this out it is interesting to turn to some of the government statistics on the national wealth. In 1912 the estimated taxable wealth was, in round numbers, \$175,000,000,000. Eight years later it was estimated to have increased to \$250,000,000,000, an increase of \$75,000,000,000. This later figure is a rough estimate based on the rate of increase of the eight years previous to 1912, and the real total to-day is probably much in excess of this figure.

A one mill tax on the increase alone, if such a tax were available for library purposes, would mean a \$75,000,000 increased appropriation, a sum rather staggering in comparison to what is usually available for such purposes. If the bookstore could obtain the support of any considerable part of this new wealth, there would be an increase in book sales and in the number of prosperous booksellers that would be an immediate stimulus to author and publisher, as well as an addition to the cause of adult education.

Books as City Necessities

THE problem of obtaining an adequate tax support for libraries has been an especially urgent one this year, and, in Illinois, the librarians have had to get together to find a way to get libraries out of an unfortunate classification where they had been put for tax purposes. According to the state's present law, libraries together with small parks, garbage collecting, and one or two other city departments have their tax levy scaled down if a city's total tax happens to run too high.

The association in which libraries are thrown by this law would be humorous if it were not so serious. An amendment to this law is certainly needed. Libraries are facing a difficult situation everywhere with increased expenses in all departments, and the scaling down of their present rate under this law has been an unfortunate handicap in Illinois. The present limit for library rates is 1½ mills in cities over 100,000. The State is asked to remove the library tax levy from the scaling down classification. There would be a moral satisfaction in having libraries recognized as real necessities.

Weaver on the Brooklyn Eagle

THE book page of the Brooklyn *Daily Eagle* has added a signed column entitled "Personally Conducted by John V. A. Weaver." Mr. Weaver, whose book of poems "In American" has had a very favorable reception, was formerly one of the literary editors of the Chicago *Tribune*, and has written special articles for the Chicago *Daily News*. This department promises to be one of the strongly individual book columns in the big dailies.

New A. B. A. Memberships

THE Membership Committee of the American Booksellers' Association has reported during the past week seven new members:

Edwin Valentine Mitchell, Hartford, Conn.

Frank Shay, New York City.

Oliver C. Schroeder, Cleveland, Ohio.

Miriam E. Lone, New York City.

Hester Anne Van Arsdale, McDevitt Wilson Inc., 30 Church St., New York.

B. A. Whitmore, Mgr. Smith & Lamar Agts., Richmond, Va.

Ethel Cugell, c/o Best & Co., New York.

Typographical Standards

ANOTHER entrant into the field of national associations is the Advertising Typographers of America, who held their first conference at Cleveland in March. The organization's object, as stated, is "to raise the standard of typography and create a more general demand among advertisers for better typography." It would be an interesting venture if book typographers might form a similar organization, or the manufacturing men of the publishers underwrite an effort to sell to the general public an appreciation of what good printing means. The sense of the value of book ownership can undoubtedly be increased by an increased knowledge of what good typography is.

Catalogs Wanted

THE Oliver Typewriter Company of Chicago is interested in building a business library which will have to do not only with special business topics, but would include books on biography, travel and history, so far as they have to do with the development of business and trade and would like any such business library to give or loan them copies of their catalogs together with suggestions as to what they have found suitable and interesting for such a collection.

A Notable Anniversary

THERE are in the establishment of G. P. Putnam's Sons many whose names have been on the roll for twenty-five years or more, but for the first time in the history of the house, it has been possible to record the fact that a man and wife have both been on the staff for twenty-five years.

This unusual event was marked in the presentation, by Major George Haven Putnam, on behalf of the directors, of watches to Mr. and Mrs. James N. MacGillivray, who began their services with the Putnams in 1895-96. Mrs. MacGillivray is chief of the Children's Book Room in the Putnam Retail Store. Mr. MacGillivray has charge of the Custom House business of the concern.

Mail Order Advertising

THE national advertising mediums have been carrying for some time full-page advertisements of a popular subscription edition of Arthur B. Reeves's "Craig Kennedy" stories, the set to be sold by mail direct in the same way as O. Henry has been so widely marketed.

Grosset & Dunlap have now made arrangements with Harper to include the full list of ten titles in their popular copyrights, which will enable the retailer to connect his display with this national publicity. The advertising has been going on for some months now, and it is probable that many thousands of people will recognize the name of Arthur B. Reeve or "Craig Kennedy" who would not have turned quickly to these titles before the campaign was started.

How Many Different Articles?

IN reporting a very successful fall and Christmas season, Harrod's of London, whose buyer was in this country last May, state that they sold at retail alone an entire English edition on one thousand copies of Wyeth's "Robinson Crusoe," purchased as an exclusive item from the Cosmopolitan Book Corporation.

Mail for Russia and Siberia

POSTMASTERS are now authorized to accept for transmission letters and post-cards at the postal union rate of five cents for the first ounce and three cents for each additional ounce addressed to Russia in Europe (including the Ukraine, Republic of Georgia and Azerbaijan). Mail for Russia in Asia, except Vladivostok and Eastern Siberia, is subject to the same rate and likewise limited to letters and post-cards.

Mail for Vladivostok and Eastern Siberia will be accepted when it consists of letters, post-cards, printed matter, samples of merchandise, and commercial papers, conforming to the postal union postage rates, conditions, and classification for dispatch to San Francisco, or Seattle, and included there in mails for Vladivostok.

BOOKS ARE WINDOWS

"Books are the windows thru which the soul looks out. A house without books is like a room without windows. No man has a right to bring up his children without surrounding them with books, if he has the means to buy them. It is a wrong to his family. He cheats them. Children learn to read by being in the presence of books. The love of knowledge comes with reading and grows upon it. And the love of knowledge, in a young mind, is almost a warrant against the inferior excitement of passions and vices. A little library, growing larger every year, is an honorable part of a young man's history. It is a man's duty to have books. A library is not a luxury, but one of the necessities of life."

HENRY WARD BEECHER.

An Uncorrected Galley

BALLADE OF LITERARY APPEAL

"Buy a book a week."—Publishers' prayer

Hear the publisher his cry,
Hear his wistful wail:
"Buy a book a week." Oh, buy
Story, poem, tale,
Lest you mentally grow stale,
Obsolete, antique,
Hit the Literary Trail,
Buy a book a week.

Mysteries that mystify;
Robberies of the mail;
Books by Edgar Wilson Nye;
Books by Zona Gale;
Books by William Bayard Hale;
Books by Harvey Peake;
Books by Billy Phelps of Yale;
Buy a book a week.

Buy The Story of a Spy;
Buy The Purple Veil;
Buy Sir Thomas Malory;
Buy The Holy Grail;
Buy Theocritus, nor fail
To read him in the Greek,
Tho your bank account be frail,
Buy a book a week.

L'ENVOI

Queen, I crave a little kale,
Royalties I seek;
All my volumes are on sale . . .
Buy a book a week.
—F. P. A. in the New York Tribune.

ANY DAY IN ENGLAND

Fond English Mother: Congratulations,
Harold. Now that your first book is published, you can go over and lecture to the Americans.

THE ETERNAL CONFLICT

City loafer, airy grin,
Guying Gopher Prairie, Minn.;
Gopher Prairie, cool, contrary,
Guying city loafer airy.

—KEITH PRESTON in Chicago *Daily News*.

NOVELIZE IT

1921—"Did you see that movie called 'Oliver Twist'?"

Frosh—"Yes, and say, wouldn't that make a peach of a book?"

—*Brown Jug*.

PROGRESS

It is reported that seven hundred and twenty-eight small towns throuth the United States have voted to change the name of their principal thorofare from "Main Street" to "Broadway." Who says that we pay no attention to our native American literature?

—*Life*.

The "Knockout" Sale

WITH the reissue in England by John Lane of A. Edward Newton's volume on "The Amenities of Book Collecting," no part of his text has been more frequently referred to by the reviewers than his description in one chapter of the knockout methods of auctioning, which he describes as very prevalent in London, to the decided disadvantage of a person whose books are put up for sale. The London *Nation and Athenaeum* in quoting this says:

"The practice, which we are informed does prevail in some degree in the United States as well as in this country, contrary to Mr. Newton's surmise, is one which has very unpleasant results when, in the course of time, a book collector reaches the stage when his books are knocked down in the auction room, probably under the description 'the library of a gentleman deceased.' Then it may be that some dozen booksellers will agree not to bid against one another. Books are knocked down at very moderate rates to each of these gentlemen in turn. When the auction is over they gather together and divide the spoils. Books have been sold in the auction room for one hundred pounds which have changed hands within a week for a thousand. But the booksellers have a ready defence. They say they are in the position of an amalgamation of bankers or a company. It is their presence in the salesrooms which makes the high prices of books possible. If a library were sold in the auction room and only private dealers were present the prices would be infinitely less. It is always open to the seller of a book or to his executors to obtain a valuation from this bookseller or from that. Outside the salesrooms there is no collusion. It is a problem bristling with difficulties."

Read a Book a Week

THE Old Corner Book Store in Boston has taken up the slogan "Buy a Book a Week," and a broader application of its spirit, "Read a Book a Week" with unusual energy and originality. To further the campaign, prizes, which will be nothing less than \$50 worth of books, to be selected by the winners from the shelves and counters of the Old Corner Book Store, will be awarded to the writers of the poems that shall best embody the phrase, "Read a Book a Week!" and most effectively reproduce the spirit of that slogan. The poems are to be not more than 16 lines in length—that is, they may range anywhere from a single couplet up to 16 lines—and are to be sent to "Contest Department, Old Corner Book Store, 27 Bromfield Street, Boston, Mass." The contest will close May 15. There will be a first prize of \$25 worth of books, a second prize of \$10 worth of books and three prizes each of \$5 worth of books. The judges for the contest have not yet been announced.

Among the Publishers

A Week's Gleanings of Book-trade News

WILLA CATHER'S "My Antonia" (Houghton Mifflin) has been translated into French.

DODD, MEAD expects to publish shortly a new novel by Archibald Marshall. It is entitled "Anthony Dare" and will be the first of a trilogy, the second volume of which will be the story of Anthony Dare's married life and the third his success in middle age.

THE BROOKES MORE PRIZE for the best poem or group of poems printed in *Contemporary Verse* during 1920, was recently awarded to Sara Teasdale, for the group "The Dark Cup" in "Flame and Shadow" (Macmillan) The judges were: Robert Frost, Professor John L. Lowes of Harvard, and Katharine Lee Bates.

THE Scientific American Publishing Co. published April 28 "Einstein's Theories of Relativity and Gravitation," edited by J. Malcolm Bird of the editorial staff of *The Scientific American*. This is a compilation of the best material received in the competition for the Eugene Higgins Prize of \$5000 offered thru *The Scientific American*.

THE BROWNIE books by Palmer Cox are to be published in a low-priced abridged edition. The Century Co. has sold the right to republish in this form to the Saalfield Publishing Co. of Akron, Ohio, which purposes printing in large editions all ten of the original Brownie books, five this year and five next year. The Century Co. will continue the publication of the Brownie books in the regular size and shape with which the trade is familiar.

HARPER is to publish a Life Insurance Library, edited by Dr. John A. Stevenson, Vice President of the Equitable Life Insurance Society of New York City, and Griffin Lovelace, Director of the School of Life Insurance Salesmanship, Carnegie Institute of Technology. The first part of the library will be a series of textbooks on life insurance salesmanship, and the second comprises a series of smaller volumes on special problems of salesmanship.

Altho it is no secret that Robert Orr Chipperfield, the popular mystery story writer, is the same person as Isabel Ostrander, there are still those who are unaware of the fact. Recently an enthusiastic reader of "The Man In The Jury Box" (McBride) and other Chipperfield books went into a bookstore asking for something "just as good." "How about this?" asked the bookseller, offering Miss Ostrander's latest novel, "How Many Cards?" "What? Read a book by a woman?" cried the customer, "I should say not!"

A NEW NOVEL, a mystery story, which gives a picture of modern India, by Rabindranath Tagore will be published by Macmillan late in the spring.

GEORGE BARR MCCUTCHEON has just finished a novel to be published shortly by Dodd, Mead & Co. under the title "Quill's Window," the name of a landmark, an abrupt hill in the flat part of Indiana.

CONSTABLE & Co. of London announce that over 750,000 copies of the "Four Horsemen of the Apocalypse," have been sold in the English translation. This is the first time that any sales figures on the best-seller have been announced.

CARL SANDBURG has been visiting the Pacific Coast recently and incidentally a number of movie stars. In writing of his visit to Charlie Chaplin, he said: I asked him if he had read 'Main Street.' "I have had time to read only one book the last year; that was Knut Hamsun's 'Hunger'" was the reply.

BOOTH TARKINGTON has been asked to write a play for Maude Adams who is to return to the stage this fall after an absence of nearly three years. Mr. Tarkington produced two plays on Broadway last year, "Clarence" which had a phenomenal run and "Poldekkin" in which George Arliss starred. His new novel, "Alice Adams" will be published by Doubleday, Page & Company this spring.

DONALD B. MACMILLAN, who was Admiral Peary's right-hand man when he made his successful dash for the North Pole, will leave on his next Arctic voyage in July. Word has come from East Boothbay, Maine, that the schooner "Bowdoin," on which MacMillan plans to sail thru the dangerous Fury and Hecla Strait on the west side of Baffin Land, has just been launched. MacMillan's book, "Four Years in the White North," published by Harper, is the record of his previous exploration, on which he set out after his trip with Peary.

THE FIRST official recognition of an American poet by a law making body is the joint and concurrent resolution of the Senate and House of Nebraska declaring John G. Neihardt Poet Laureate of Nebraska. This act was the official recognition of the significance of the American Epic Cycle upon which Neihardt has been working steadily for seven years and of which "The Song of Hugh Glass" and "The Song of Three Friends" have now been published. "The Splendid Wayfaring" (Macmillan, 1920) is a prose work giving the historical background of these epics. Neihardt is now engaged in the third part of the cycle, to be called "The Song of the Indian Wars."

Obituary Notes

F. C. PHILIPS, the novelist, died at his home in London, on April 20 in his seventy-third year. He was the author of many popular novels, including "As in a Looking Glass," "A Lucky Young Woman," "Jack and Three Jills," "The Dean and His Daughter," "Margaret Byng," "Little Mrs. Murray," "Constance," "A Daughter's Sacrifice," "Full Confession," "Men, Women and Things," "A Question of Color," "Fatal Phryne," "Sibyl." Some of these were successfully adapted for the stage. "As in a Looking Glass," a "best seller" of the eighties, was the first English production in Paris by Sarah Bernhardt.

Communications

A Humble Apology

The following letter sent to the PUBLISHERS' WEEKLY by Morgan Taylor of G. P. Putnam's Sons is self-explanatory. The PUBLISHERS' WEEKLY is most sincerely sorry for its share in giving a false impression of Mr. Frankel:—

(Copy.)

April 18th, 1921.

Mr. Morgan P. Taylor,
c/o G. P. Putnam's Sons,
2 West 45th St., New York City.

Dear Mr. Taylor:

The PUBLISHERS' WEEKLY of April 9th published a communication from you under the heading "Fake Reviewers." Your letter was based on an injudicious letter from the literary editor of the *Daily News*, Thomas A. Boyd.

H. D. Frankel, who is branded as a fake by your communication, is in reality a high-class lawyer and a former newspaper man. He at one time was city editor of the *Daily News*, and following his resignation, continued to review books for us. When Mr. Boyd came to us as literary editor, Mr. Frankel still continued to receive books from the publishers, but he always sent them to this office or reviewed them himself and sent the review to me.

The communication in the PUBLISHERS' WEEKLY is an injustice to Mr. Frankel. The whole thing is a misunderstanding, and I would appreciate it if you would ask the editor of the PUBLISHERS' WEEKLY to make the correction.

Mr. Boyd is the literary editor of the *Daily News* and should receive books from the publishers, but Mr. Frankel has in no way violated any ethics of the newspaper profession.

Yours very truly,

(Signed) HOWARD KAHN,
Editor, *The Daily News*.

Post Delivery Spreads

THE plan of giving complete local delivery by parcel post which was first developed in St. Paul is now being heard from in other parts of the country. In Atlanta they are de-

livering all parcel post packages on the same day. Anything that is mailed up to noon is cleared up in the same afternoon, and all afternoon packages by the next day. This type of service would be of particular advantage to bookstores who very often do not have enough delivery to build up a complete service for a whole city.

English News

B. W. Matz, the well-known Dickens authority, has resigned his position in Messrs. Chapman & Hall, Ltd., to become a partner with Mr. Cecil Palmer. Mr. Matz numbers many authors of today among his friends, not the least being his own brother-in-law, Mr. Ridgwell Cullum. In his new sphere, Mr. Matz will pursue his Dickens' interests and will become the publisher of *The Dickensian*, which he will continue to edit. Mr. Matz takes up his new position with Mr. Cecil Palmer at the end of March.

Binghamton Printing

THE organization of the Vail-Ballou Company at Binghamton, New York, has been practically filled up again since the open shop conditions were announced last month. Women have been trained on the machines, and on April 18th a night shift was started; so that shortly the plant will be at its full capacity.

Book Lectures at Wanamaker's

DURING the week of May 9th-May 14th there will be daily talks on books and literature in the auditorium of Wanamaker's New York store given by Samuel Abbot, of the New York *Tribune*. These talks will be illustrated by slides, and will form a new and interesting variety of book publicity for department stores. F. S. Smyth, manager of the department, has extended an invitation to booksellers who may be in town to attend this book week, especially those from out of town who may come thru New York after the visit to Atlantic City.

Business Notes

CHICAGO, ILL.—The Agency of the Wartburg Publishing House will be moved May 1 to its own building at 2018 Calumet Ave.

NEW YORK CITY.—The Publishers of *Beauty Culture*, 116 West 39th Street, desire lists of books on Hair Dying, Hair Dressing, Cosmetic, Massage, Manicuring, etc., to offer to their subscribers.

NEW YORK CITY.—Basil Blackwell of Oxford has appointed C. H. Daniels, 214 West 50th Street, as American agent for the sale of his publications. New titles as they are issued will be recorded in the PUBLISHERS' WEEKLY.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Ahrons, E. L.

Steam locomotive construction and maintenance; describing workshop equipment and practice in the construction of modern steam railway locomotives, with notes on inspection testing, maintenance and repairs. 10+134 p. il. figs. S (Pitman's technical primer ser.) N. Y., Pitman bds. \$1

Allen, Henry Justin

The party of the third part; the story of the Kansas Industrial Relations Court. 283 p. O N. Y., Harper \$2.50 n.

The account of Governor Allen's experiment to do away with strikes and to settle disputes between capital and labor. Included is an account of the Allen-Gompers debate.

Andrews, Matthew Page

American history and government; 142 il. and 18 black and white maps in text; also front. and 2 maps in full color. 12+528 p. pors. D [c. '21] Phil., Lippincott \$2

Archer, William

The green goddess; a play in four acts. 132 p. D c. N. Y., Knopf bds. \$2

Arthur, Anne Knox

An embroidery book. 15+184 p. il. col. pls. O '20 N. Y., [Macmillan] \$4 n.

Simple patterns, often adapted from quaint pattern books, but with the "new art" flavor, are given, with clear, often illustrated, instructions on stitchery.

Augier, Emile, i. e., Guillaume Victor Emile, and Sandeau, Jules i. e. Léonard Sylvain Jules

Le genre de Monsieur Poirier; comédie en quatre actes; ed. with introd., notes, exercises, and vocabulary by Richmond Laurin Hawkins. 10+169 p. por. S [c. '21] N. Y., Holt 56 c.

Baldwin, Bird Thomas, and others.

Studies in experimental education. 12+75 p. tabs. diags. O (Univ. studies in educ., no. 3) '20 Balt., Johns Hopkins Press pap. \$1.25

Ballantine, Henry Winthrop

The preparation of contracts and conveyances; with forms and problems. 6+226 p. D c. N. Y., Macmillan \$2.50

Barclay, Wade Crawford

The principles of religious teaching. 132

p. O c. '20 N. Y. & Cin., Abingdon Press \$1 n.

Barrowcliff, M., and Carr, Francis H.

Organic medicinal chemicals (synthetic and natural). 13+331 p. il. figs. O (Industrial chemistry) '20 N. Y., Van Nostrand \$4 n.

Barrymore, Blanche Marie Alrichs [Mrs. John Barrymore; Michael Strange, pseud.]

Clair de lune; a play in two acts and six scenes. 164 p. D c. N. Y., Putnam \$1.75 n.

Play in which John and Ethel Barrymore are now starring.

Bayston, John Robert

The Ford car, construction and repair; a practical guide; including instructions on the care and repair of the Ford car; complete methods for testing and repairing the Ford electrical system, and questions and answers. 3+148 p. il. D c. Chic., Am. Technical Society \$2

Bealby, John Thomas, and Fairford, Ford

Canada, by J. T. Bealby, and Newfoundland, by Ford Fairford; with 16 full-page il. in colour. [American ed.] 8+88 p. col. pls. maps D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

Six volumes of the English series depicting child life in foreign countries are now issued in an American edition, two countries or cities bound in one volume with the original illustrations. Other volumes to follow.

Berlitz, Maximilian Delphinus

Clave para el primer libro de inglés, conteniendo la pronunciación y la traducción del texto inglés, con las reglas gramaticales y la explicación de los idiotismos; destinado el estudio, sin professor, de la lengua inglesa ó a la revisión en casa de las lecciones regulares; [a text-book for Spaniards]. 3+105 p. D c. N. Y., The Berlitz School of Languages \$1.25

Boulnois, Henry Percy

Municipal engineering; surveying the scope of municipal engineering and the statutory position, the appointment, the training, and the duties of a municipal engineer. 6+103 p. S (Pitman's technical primer ser.) N. Y., Pitman bds. \$1

Brookes, Leonard Elliott

Brookes' automobile handbook; a manual of practical information for automobile owners, repair men and schools; rev. and enl. by Harold P. Manly. 5+706 p. il. diags. S [c. '21] Chic., F. J. Drake \$2

Brown, Edna Adelaide

Journey's end. 414 p. D [c. '21] N. Y., Lothrop, L. & S. \$1.75

A novel concerned with the reactions upon each other's characters of a young doctor and a girl of modern type and with the influence upon both of a Quaker saint.

Browne, Edith A., and Goodall, Agnes M.

Spain by Edith A. Browne, and Portugal by Agnes M. Goodall; with 16 full-page il. in colour. [American ed.] 8+87 p. col. pls. map D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

Burch, Henry Reed

American economic life in its civic and social aspects. 11+533 p. D c. N. Y., Macmillan \$1.72.

A restatement of the author's "Elements of economics," for secondary schools.

Burgess, Charles Frederick, and others

Applied electrochemistry and metallurgy; a practical treatise on commercial chemistry, the electric furnace, the manufacture of ozone and nitrogen by high-tension discharges, and the metallurgy of iron, steel, and miscellaneous metals. 198 p. il. diags. D c. '20 Chic., Am. Technical Society \$2.50

Churchward, Albert

The origin and evolution of freemasonry connected with the origin and evolution of the human race. 239 p. O ['20] N. Y., Macmillan \$3.75

Clark, John Jesse

The slide rule and logarithmic tables; including a ten-place tab. of logarithms; a concise and accurate reference work on the application of the slide rule and logarithmic tabs. to practical problems. 9+192 p. il. diags. S [c. '21] Chic., F. J. Drake \$2

Clark, Thomas Arkle

Discipline and the derelict; being a series of essays on some of those who tread the green carpet. 203 p. D c. N. Y., Macmillan \$1.50 n.

Partial contents: Discipline and the derelict; The borrower; The undergraduate and graft; Youngest sons and only children; The politician.

Colton, Charles

My orient pearl; being an Englishman's story of love and adventure in Japan. 280 p. D c. N. Y., J. Lane \$1.75

Collins, Julius Lloyd

Inbreeding and crossbreeding in *crepis capillaris* Wallr. various paging O (Pub. in agric. sciences, v. 2, no. 6) '20 Berkeley, Cal., Univ. of California Press pap. 30 c.

Curtis, Leslie Forrest

Voltage wave analysis with indicating instruments. 26 p. il., tabs., diags. O (Engineering

The adventures of an Englishman infatuated with a beautiful Japanese girl cruelly persecuted by her half-brother.

Conrad, Joseph

Notes on life and letters. 10+262 p. D c. Garden City, N. Y., Doubleday, Page \$1.90 n.

In this book of sketches Joseph Conrad makes as intimate a revelation of himself as his life-long reserve will permit. It contains such chapters as: "Books," "Henry James," "Guy de Maupassant," "Anatole France," "Autocracy," and "The War and Tradition."

Coolidge, Dane

The man-killers. 6+243 p. D [c. '21] N. Y., Dutton \$2 n.

A Kentucky feud transferred to the "cow-country" of Arizona is the theme of this romance in which Cupid has failed to recognize the feud.

Coryell, Hubert V., and Holmes, Henry W.

Word finder. 8+150 p. D c. Yonkers-on-Hudson, N. Y., World Bk. Co. 72 c.

Cotter, Arundel

United States Steel, a corporation with a soul. 10+312 p. pls. pors. O c. Garden City, N. Y., Doubleday, Page \$3 n.

Gives the human interest side of the corporation, its relations with its workers, its keen interest in their welfare and its efforts to better their conditions. Covers also the company's financial operations, the value of its securities, its foreign trade system, etc.

Couperus, Louis Marie Anne

Majesty; a novel; newly tr. by Alexander Teixeira de Mattos; with a preface by Stephen MacKenna. 16+327 p. D c. N. Y., Dodd, Mead \$2

A picture of court life and of princes and rulers presented as human characters.

Davies, A. Morley

An introduction to paleontology. 11+414 p. il. figs. D '20 N. Y., Van Nostrand \$3.50

Delbridge, Charles Lomax

Delbridge pocket size 5½ per-cent interest book and with time maturity table. 7+79 p. D c. '20 St. Louis, Mo., The Delbridge Co. \$2.50

A town to be operated for the benefit of animals and as an object lesson in good government. 9+53 p. S [c. '20] St. Louis, Mo., The Delbridge Co. \$1

Denny, Claude W.

The electro-deposition of copper, and its industrial applications; the principles and practice of electro-deposition, with special reference to recent developments and applications in the electro-deposition of copper; for students, electro-platers, electrical engineers, designers, and manufacturers. 12+108 p. il. figs. S (Pitman's technical primer ser.) N. Y., Pitman bds. \$1

experiment station, bull., no. 8) '20 Seattle, Wash., Washington (State) Univ. pap. 50 c.

Daniels, Joseph

The coking industry of the Pacific northwest. 33 p. il., pls., map., diags. O (Engineering experiment station, bull. no. 9) '20 Seattle, Wash., Washington (State) Univ. pap. 60 c.

Elledge, Harvey Gerald, and Wakefield, Alice Lucille

The conservation of textiles. 162 p. il. fold. chart D [c. '21] La Salle, Ill., Laundry-owners National Assn. \$1

Ephimenko, A. R.

A short history of Russia; for public, elementary, and urban schools, and for junior classes of middle educational institutions; tr. by Herbert Moore. 11+157 p. il. pls. pors. maps D '20 N. Y., Macmillan \$2.50 n.

Finnemore, John, and Wilmot-Buxton, Ethel May

England by John Finnemore, and Wales by E. M. Wilmot-Buxton; with 16 full-page il. in color. [American ed.] 7+87 p. col. pls. map D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

Finney, Ross L.

The American public school; a genetic study of principles, practices and present problems. 14+345 p. il. pors. D c. N. Y., Macmillan \$2

Fippin, Elmer O.

Rural New York. 15+381 p. figs. charts pls. D (Rural state and province ser.) c. N. Y., Macmillan \$2.50

Fletcher, Joseph Smith

Harrogate and Knaresborough. 124 p. il. pls. end maps D (The story of the English towns) '20 N. Y., Macmillan \$1.60 n.

Pontefract; with numerous il. by G. P. Rhodes and others. 128 p. pls. map D (The story of English towns) N. Y., Macmillan \$1.60 n.

Frankau, Gilbert

The seeds of enchantment; being some attempt to narrate the curious discoveries of Doctor Cyprian Beamish, M.D., Glasgow; Commandant René de Guys, Annamite Army, and the Honourable Richard Assheton Smith, in the golden land of Indo-China. 10+364 p. D c. Garden City, N. Y., Doubleday, Page \$1.75

Romance of a French colony of adventurers in Indo-China.

Fraser, William Henry, and Squair, John

Complete French grammar; the new Fraser and Squair; with new exercises in pt. I by A. Coleman. 9+563 p. il. D [c. '21] N. Y., Heath \$1.76

Gates, Philip

Tool and machine setting; for milling, drilling, tapping, boring, grinding and press work; a practical guide to the setting and manipula-

tion of tools and machines with data and examples from practice. 10+93 p. il. figs. S (Pitman's technical primer ser.) N. Y., Pitman bds. \$1

Geikie, James

Structural and field geology; for students of pure and applied science. 4th ed. rev. 24+454 p. il. pls. figs. O '20 N. Y., Van Nostrand \$7.50 n.

Gillis, Mary M.

Food efficiency; or, The best food for the least money. 264 p. D [c. '20] Jersey City, N. J., International Letter Club \$2.75

A book of recipes, in which have been worked out the relative food values.

Good, Frederick Foreman

Laboratory projects in physics; a manual of practical experiments for beginners. 12+267 p. (6 p. bibl.) il. figs. D '20 c. N. Y., Macmillan \$1.60

Gore, J. Rogers

The boyhood of Abraham Lincoln; from the spoken narratives of Austin Gollaher; il. from photographs. 316 p. il. pls. D [c. '21] Indianapolis, Bobbs-Merrill \$2.50 n.

Incidents and adventures in Lincoln's boyhood, set down as they were told by his former playmate, Austin Gollaher.

Grierson, Elizabeth Wilson, and Hinkson, Katharine Tynan [Mrs. Henry Albert Hinkson]

Scotland by Elizabeth Grierson, and Ireland by Katharine Tynan; with 16 full-page il. in colour. [American ed.] 86+88 p. col. pls. maps D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

Grimes, Evie Margaret

French idioms. 39 p. O c. Elmira, N. Y., The Advertiser pap. 55 c.

Harrington, Helen

The red flower; a play of Armenia to-day. 40 p. il. music O c. '20 N. Y., Interchurch Press pap. 50 c.

Hart, Edward

A text-book of chemical engineering. 12+211 p. il. fold. pls. O c. '20 Easton, Pa., The Chemical Pub. Co. \$4 n.

Hobbs, Glenn Moody, and others

Practical mathematics; an elementary treatise covering the fundamental processes of arithmetic, algebra, and geometry; with a practical presentation of logarithms and curve plotting. 172 p. diags. D '21 Chic., Am. Tech. Society \$1.50

Emrich, John Oscar

The voter's guide; a digest of the election laws of Pennsylvania; a complete description of the method of holding all elections in this state; rev. and enl. 153 p. diags. O '21 Pittsburg, Pa., William G. Johnston Co. pap. 50 c.

Fatrfax, Virginia

Pamphlets and clippings in a business library.

62 p. diags. T '21 San Francisco, Cal., Journal of Electricity & Industry, 531 Rialto Bldg. pap.

Kentucky. Geological Survey

A bibliography of the several books, reports, papers and maps relating to geology; written and prepared by William Rouse Jillson. 7 p. O (Ser. 6, pamphlet no. 1) '20 Frankfort, Ky., Geological Survey pap. gratis

Holmes, Arthur

The nomenclature of petrology; with references to selected literature. 284 p. D '20 N. Y., Van Nostrand \$3.50 n.

Hopkins, R. Thurston

Kipling's Sussex. 252 p. il. por. O. N. Y., Appleton \$3.50

Record of author's sojourn in the Sussex which serve as the background for many of Kipling's songs and stories.

Horn, Ernest, and Ashbaugh, Ernest James

Lippincott's Horn-Ashbaugh speller for grades one to eight. 20+105 p. D [c. '20] Phil., Lippincott 75 c.

Houston, Mary G., and Hornblower, Florence S.

Ancient Egyptian, Assyrian and Persian costumes and decorations; containing 25 full-page il., 16 of them in col., and 60 line diags. in the text. 12+89 p. mounted col pls. O N. Y., Macmillan \$4

Drawings both ancient and modern of ancient costumes, with text descriptions. With a few exceptions the costumes illustrated have been made before being sketched.

Jacobs, Frederic Burnham

Cam design and manufacture; 87 illustrations. 7+121 p. O c. N. Y., Van Nostrand \$2 n.

Jones, Herbert

The blue ship [verse]. 79 p. D N. Y., J. Lane bds. \$1.50 n.

Keller, Albert Galloway

Through war to peace; a study of the Great War as an incident in the evolution of society; rev. ed. 14+196 p. D '21 c. '18-'21 N. Y., Macmillan \$1.90 n.

Author is professor of the science of society in Yale University. Volume is suited to use as a textbook.

Kelly, Albanis Ashmun

The expert paper hanger; 2nd ed., rev. and improved; being a complete exposition of the art and practice of decorating walls and ceilings with wall paper, woven fabrics, and other wall coverings; including a glossary of trade terms and handy table for estimating; also a complete price list for hanging. 8+190 p. front. il. diags. D (Expert ser.) c. Paoli, Pa., [Author] \$2.50

League (The) of nations starts; an outline by its organizers. 11+282 p. (16 p. bibl.) O '20 [N. Y., Macmillan] \$3

Chapters by Raymond B. Fosdick, Dr. J. T. Shotwell, professor of history, Columbia University, Lt.-Col. Requin, French General Staff, and others, each on his own field, showing how the League is organized and is functioning.

Lewis, Mrs. Travers [Ada Leigh]

Homeless in Paris; the founding of the "Ada Leigh" homes; with 5 illustrations. 146 p. pls. por. O '20 N. Y., Macmillan \$2.50

Liddle, Rev. William, and Thomson, M. Pearson

Sweden by Rev. William Liddle, and Mrs. Liddle, and Finland by M. Pierson Thomson; with 16 full-page il. in colour. [American ed.] 8+87 p. col. pls. maps D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

McCaleb, Walter Flavius

The public finances; under the auspices of the Doheny Foundation. 267 p. O c. '21 N. Y., Harper \$2.50 n.

The financial story of Mexico, developed historically from the Spanish régime to the disorder following Huerta and Carranza.

MacEachen, Roderick Alyosius, D.D.

Religion; first manual; with a preface by Right Reverend Thomas J. Shahan, D.D. 19+333 p. D (MacEachen's course in religion) [c. '19-'21] N. Y., Macmillan \$1.28

McFee, William

An ocean tramp. 60+189 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Reflections on the life on the sea. This is the author's first book published in London in 1908. The manuscript, essentially unchanged, is enriched by a preface.

Mackean, William Herbert, D.D.

Christian monasticism in Egypt; to the close of the fourth century. 160 p. map D (Studies in church history) '20 N. Y., Macmillan \$3 n.

Melville, Norbert John

Standard method of testing juvenile mentality by the Binet-Simon scale and the Porteus scale of performance tests; a uniform procedure and analysis; with an introd. by William Healy; 2nd enl. ed. 11+157 p. il. col. pl. fold forms D [c. '20] Phil., Lippincott \$3 n.

Millikin, Linna Loehr

Pine needle basketry; a complete book of instructions for making pine needle baskets. 7+38 p. il. O [c. '20] Cambridge, Mass. J. L. Hammett Co. \$1.60 n.

Mitchell, Stewart

Poems. 9+85 p. D c. N. Y., Duffield bds. \$1.25 n.

Mitton, Geraldine Edith, and Williams, Margaret

London, by G. E. Mitton, and Paris by Margery Williams; with 16 full-page il. in colour. [American ed.] 7+88 p. col. pls. D (Peeps at many lands) N. Y., Macmillan \$1.50 n.

Morris, Cora, comp.

Stories always new; as told for children by [the author]; il. by Antoinette Inglis. 197 p. col. pls. D [c. '21] N. Y., Lothrop, L. & S. \$1.75

Stories grouped by the countries in which they are favorites as told by a professional story-teller.

Morris, Nephi Lowell

Prophecies of Joseph Smith and their fulfillment. 198 p. il. (incl. facsms.) D c. '20 Salt Lake City, Utah, Deseret Bk. Co. \$1.25

Mott, J. Varnum

The Boston terrier; 4th ed.; its history points, breeding, rearing, training and care; together with several instructive chapters on management and diseases of dogs from a common sense view; rev. ed. 96 p. il. pls. O (Popular dogs of the day, no. 1) [c. '20] N. Y., Field & Fancy Pub. Corp., 205 W. 34th St. pap. \$1

Nurserymatograph (The); by a lawyer; with interludicrousness by a parson; and silly-stratagems by a sergeant-major. 79 p. il. D N. Y., J. Lane \$1.25 n.

O'Brien, John Anthony

Silent reading; with special reference to methods for developing speed; a study in the psychology and pedagogy of reading. 17+287 p. tabs. D c. N. Y., Macmillan \$1.72

Oman, John Wood

Grace and personality. 2d ed. rev. 16+302 p. D '19 N. Y., Macmillan \$3.50

Pagé, Victor Wilfred

Questions and answers relating to modern automobile design, construction, driving and repair; includes all latest developments, with complete discussion of electric starting and lighting systems. 1921 rev. and enl. ed. 701 p. figs. D c. '13-'21. N. Y., Henley \$2.50

Parables (The); il. by H. J. Ford. 78 p. pls. (part col.) O '20 N. Y., Macmillan bds. \$1.75

The parables explained for young people, with full page pictures.

Parry, Reginald St. John, ed.

Cambridge essays on adult education. 8+230 p. O '20 N. Y., Macmillan bds. \$5

Patterson, Arthur M.

The heaviest pipe; a story of mystery and adventure. 270 p. D c. '21 Phil., Jacobs \$2 n.

The complications that ensued when a young Boston lawyer who had just learned that he has inherited a fortune obliges a young woman he meets traveling to Maine by passing as her husband.

Phillipotts, Bertha Surtees

The elder edda and ancient Scandinavian drama. 9+216 p. front. O '20 [N. Y., Macmillan] \$8

Pierce, Grace Adele

Come unto me; songs of eternal life. 46 p. front. (port.) il. D [c. '20] Mountain View, Cal., Pacific Press Pub. Assn. bds. 65 c.

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]

Bat Wing; front. by Arthur Schwieder. 333 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A mystery story in which a Cuban landowner is cursed by his laborers with the death curse of the High Priest of Voodoo, the native symbol of death, a bat's wing, being pinned to his door at regular intervals.

Rossmoore, E. E.

Federal corporate income taxes. 338 p. O c. N. Y., Dodd, Mead \$7.50

Practical information of value to advisors of corporations, accountants, tax examiners, etc.

Rowland, Albert Lindsay

Heroes of early American history; [a his-

tory reader for the fourth grade]. 224 p. il. D c. Phil., Franklin Pub. & Supply Co. \$1.10

Russell, Harry Luman, and Hastings, Edwin George

Agricultural bacteriology for students in general agriculture. 14+368 p. il. diagrs. D [c. '21] N. Y., Century Co. \$2.15

Sakolski, Aaron Morton

Elements of bond investment. 5+158 p. D c. N. Y., Ronald Press \$2

Explanation of the principles of sound investment prepared for the use of the security salesman and private investor.

Shaw, Wilfred Byron

The University of Michigan; il. by photographs and four etchings by the author. 10+364 p. front. pls. pors. facsms. O c. '20 N. Y., Harcourt, Brace & Co. \$4 n.

Smith, Harry James

Cape Breton tales; with il. by Oliver M. Wiard. 140 p. il. D c. '20 Bost., Atlantic Monthly Press bds. \$2 n.

Sneed, M. Cannon

Qualitative chemical analysis; a study of the reactions and analysis of inorganic substances. 11+198 p. O [c. '21] Bost., Ginn \$1.56

Society of Arts and Sciences, comp.

O. Henry memorial award prize stories of 1920; with an introd. by Blanche Colton Williams. 16+322 p. D c. Garden City, N. Y., Doubleday, Page \$1.90 n.

The second series of magazine stories chosen for exceptional merit by the Society of Arts and Sciences, including stories by Maxwell Struthers Burt, Frances Noyes Hart, F. Scott Fitzgerald, Lawrence Perry, Wilbur Daniel Steele, and others.

Spettigue, J. H.

Nero; an African mongrel; a plain unvarnished tale; with il. by D. E. Seymour Haden. 61 p. col. front. il. Q '20 N. Y., J. Lane \$1.50 n.

The career of a pet dog.

Steam, its generation and use; 35th ed. 335 p. il. D [c. '20] N. Y., Babcock & Wilcox Co. gratis

Stevens, Frank Lincoln, and Hall, J. G.

Diseases of economic plants. Rev. ed. by F. L. Stevens. 8+507 p. (24 p. bibl.) il. pors. figs. D c. N. Y., Macmillan \$3.90 n.

Stoller, H. M., and others

Small motors, transformers, electromagnets, a practical presentation of design and construction data for small motors, small low-and-high-tension transformers, electromagnets, and induction coils. 4+320 p. il. diagrs. D c. '20 Chic., Am. Technical Society \$3

Reville, John Clement

The virgin knight, St. Jeanne d'Arc. 32 p. D [c. '20] N. Y., The America Press pap. 10 c.

Ryan, Francis M., and others.

Multiplex radio telegraphy and telephony. 23 p. tabs., diagrs. O (Engineering experiment station,

bull. no. 7) '20 Seattle, Wash., Washington (State) Univ. pap. 50 c.

Sanders, James Glossbrenner, and De Long, Dwight Moore

Four papers on homopterous insects. 22 p. il. pls. O (Bu. of plant industry; technical ser., bull. no. 1) '21 Harrisburg, Pa., Dept. of Agriculture pap.

Struben, A. M. A.

Tidal power; tides and their measurement; the estimation of potential tidal power; comparisons between systems of development; the financial aspect of the problem; difficulties to be overcome; and the lines for development. 12+115 p. front. diags. S (Pitman's technical primer ser.) N. Y., Pitman bds. \$1

Sullivan, Rev. John Francis

The visible church; her government, ceremonies, sacramentals, festivals and devotions; a compendium of "the externals of the Catholic church; a text-book for Catholic schools; with 120 il. from pen drawings by the author. 9+275 p. O '20 c. N. Y., P. J. Kenedy \$1

Taylor, Katharine Haviland

Natalie Page. 301 p. D [c. '21] Phil., Jacobs \$2 n.

The reactions of a Virginia girl, accustomed to strenuous out-of-door sports, to a pink tea existence in her aunt's New York home.

Thomson, Charles Goff

Terry; a tale of the hill people. 275 p. D c. N. Y., Macmillan \$2 n.

A story of action and adventure set in the Philippines, with a young American captain in the native constabulary as the hero. The author was formerly lieutenant colonel U. S. Army, and assistant director of prisons, for Philippine government.

Tiemann, Harry Donald

The kiln drying of lumber; a practical and theoretical treatise; 3rd ed. 11+318 p. il. pls. diags. (part fold.) O [c. '20] Phil., Lippincott \$4.50 n.

U. S. Office of Internal Revenue

Income tax primer; rev. Jan. 1st, 1921; prepared by the Bu. of Internal Revenue for the information and assistance of taxpayers. 40 p. O (Treasury dept.) '21 Wash., Gov. Pr. Off., Supt. of Doc. pap. apply

U. S. Post-office Dept.

Parcel post statistics; statistical data relative to ascertaining the cost of administering the parcel post service and the trend and tendencies of the system in its growth and developments. 63 p. tabs. (part fold.) O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Van Duzee, Millard C.

The dipterous genus *dolichopus latreille* in North America. 304 p. pls. O (Smithsonian Inst., U. S. Nat. Museum, bull. 116) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Walsh, Thomas F. X.

Pilgrimage to Europe with the Knights of Columbus, 1920; [Fr. Walsh's diary, in which he tells of his travels in Italy, France, Scotland and Ireland]. 22 p. O c. '20 Trenton, N. J., MacCrellish & Quigley, 13 S. Montgomery St. pap. priv. pr.

Ware, Richard Darwin

Politics adjourned; with introd. by John Milton [verse]. 7+63 p. O c. '20 Amherst, N. H., Amherst Pub. Co. pap. 75 c.

Politics regained [verse]. 50 p. O c. '20 Amherst, N. H., Amherst Pub. Co. pap. 75 c.

Warfield, Solomon Davies

Address of S. Davies Warfield on the occasion of the dinner given in his honor on Monday evening, Dec. 13, 1920, at the Waldorf-Astoria hotel, New York; with introd. remarks of Hon. Myron T. Herrick; and letter from former senator Elihu Root. [Subject: Rates, earnings, equipment, value, em-

Tinkler, Charles Kenneth, and Masters, Helen

Applied chemistry; a practical handbook for students of household science and public health. v. 1, Water, detergents, textiles, fuels, etc. 11+292 p. il. figs. O '20 N. Y., Van Nostrand \$4.50 n.

Tralle, Henry Edward

Story-telling lessons. 112 p. S [c. '21] Phil., Am. Baptist Pub. Society 75 c. n.

Wickham, Harvey

The clue of the primrose petal. 313 p. D [c. '21] N. Y., Clode \$1.75 n.

A detective story wherein there are many suspects for the crime.

Wolff, William Almon

The path of gold; il. by C. B. Falls. 302 p. D c. '20 N. Y., Reynolds Pub. Co. \$1.50

Stephen Thayer, a failure, gets a chance to run the Haitian Railways and gets involved in plenty of adventures, to which two girls add the necessary zest.

Worst, Edward F.

Construction work for the primary grades. 9+291 p. il. O [c. '20] Milwaukee, Wis., The Bruce Pub. Co. \$2.25 n.

Young, Gordon Ray

Savages. 327 p. front. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

How Hurricane Williams, beloved by the South Sea natives but outcast from the preying whites, settled an old score with a white king of the islands and with a beautiful, unscrupulous woman.

ployees and their relations to transportation.] 34 p. O '20 Balt., Nat. Assn. of Owners of Railroad Securities pap. gratis

Webster, George Washington

A physiological basis for the shorter working day for women. 20 p. O (Bull. of the Women's Bu., no. 14; U. S. Dept. of Labor) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Wessling, Hannah Louise

Baking in the home. 40 p. il. O (Dept. of Agric., farmer's bull. 1136, States relations service) '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Wheaton, Carl Crumie

Cases on federal court procedure; together with judicial code, equity rules, forms and questionnaire. 8+758 p. O c. Chic., Callaghan & Co. buck. \$6 n.

Williamson, Charles Clarence

Andrew Carnegie; his contribution to the Public library movement; a commemorative address. 14 p. O '20 N. Y. [Author], Division of Economics, N. Y. Pub. Library pap. apply

Witherby & Co., London, Eng.

Marine insurance clauses; including York-Antwerp rules, Marine insurance act, and table of stamp duties. 4+152 p. S '20 N. Y., N. A. Phemister Co. [Ag'ts], 42 B'way \$3

Yarmolinsky, Abraham, comp.

The Kennan collection; [a bibliography]. 13 p. O '21 N. Y., The New York [City] Public Library pap. 10 c.

Young, Karl

The dramatic associations of the Easter sepulchre. 130 p. O (Studies in language and literature, no. 10) '20 Madison, Wis., Univ. of Wisconsin pap. 50 c.

Rare Books, Autographs and Prints

A T Sotheby's in London April 18 a first folio of Shakespeare brought \$21,000 and a first edition of Walton's "Angler" \$2850.

Miscellaneous books, including works relating to Abraham Lincoln, the Civil War, regimental and general history, Confederate imprints and military history, works on slavery, and an important collection of works on the fine arts and architecture, will be sold by Stan V. Henkels, in Philadelphia, May 3 and 4.

Two volumes, Thomas DeLoney's "Strange Histories of Songs and Sonnets of Knights and Gentlemen," London, 1612, and William Percy's "Sonnets to the Fairest Coelia," London, 1594, purchased by Dr. Rosenbach at the recent sale of Britwell selections at Sotheby's, costing \$1,080 and \$2,680 respectively, have been privately sold to the British Museum at the original auction price. The trustees, it was reported, were disappointed at not obtaining them at auction and when this became known to Dr. Rosenbach he offered them the books without profit.

An unpublished portrait of Percy Bysshe Shelley painted by R. Hancock, at Clifton, in Devonshire, August 4, 1815, apparently given to the poet as a birthday present, once owned by Buxton Forman, was recently sold by the Brick Row Bookshop of this city. A note in Mr. Forman's handwriting accompanied the portrait and referred to it as the "Williams portrait of Shelley," but just why this name was given to it is not clear. Possibly the name may have indicated a former owner. At any rate it has been clearly established that it was painted by Hancock, an artist of the period and a friend of the poet.

In the last number of *Wall's Etched Monthly*, James F. Drake, the rare book dealer, answers the question "Why First Editions" as follows: "The theory of the first edition proves itself. First, it insures the money invested in the purchase, because, for the average of a collection an equivalent price can be obtained when the books are sold. The sales records of two hundred years prove this. Later editions would not insure the purchase price because only first editions, except in the case of very rare items, have much value. Second, it stands as the history of the period representing binding, type, quality of paper and the social customs of the time. Third, the interest stimulated in the search for the first issue of a rare volume gives added pleasure, leads to wider reading as a result, and, in a few years of handling, imparts a liberal education to the buyer. Fourth, books afford the only line of collecting where the financial ability of every buyer can have

play. The buyer of one to five dollar books has the same chance along with the hundred and five hundred dollar buyer."

A notable collection of English illustrated books of the first half of the nineteenth century, comprising the work of such artists as George and Robert Cruikshank, John Leech, Hablot K. Browne, Robert Seymour, William and Henry Heath and G. M. Woodward, is on exhibition at the book shop of Ernest R. Gee & Company, 442 Madison Avenue. A well printed, illustrated catalog with careful descriptions and frequent notes has just been issued and will be of great interest to collectors of this period. Many of the items are excessively rare and frequently in unique state, for instance, David Carey's "Life in Paris," with illustrations by George Cruikshank, is in the original 21 parts with all the wrappers intact; Alfred Crowquill's "Holiday Grammar," with colored etchings by George Cruikshank, first edition, is in the original brown printed wrapper; Pierce Egan's "Life in London," with colored etchings by I. R. and G. Cruikshank, first edition, is probably unique as it contains all of the parts in the very first state, also a duplicate wrapper in the second state of Part II; Grimm's "German Popular Stories," illustrated by George Cruikshank, is a second issue but unique as it was the artist's own copy with the title page of each volume before letters, the lettering being in pencil in Cruikshank's own autograph; "Peter Schlemihl," with plates by George Cruikshank, first edition in the original pink boards; and Pierce Egan's "Sporting Anecdotes" with colored plates by Theodore Lane, first edition in the original parts, probably unique in this condition. These selections indicate the extraordinary character of this collection.

First editions, manuscripts, autograph letters and extra-illustrated books, including the private libraries of Trowbridge Hall of this city, Miss Eleanor Fitzgibbons of Laurel, Md., books from the estate of F. R. Halsey of this city, and other consignments were sold at the American Art Galleries, April 20 and 21. The sale was well attended and competition frequently was spirited. It was the association's most important book sale of the season up to the present time, the grand total reaching \$58,046.50. The highest price, \$3400, was paid for an extra-illustrated copy of Daniel's "Engraved Work of Richard Cosway" which contained 473 additional plates and original drawings by both Robert and Maria Cosway. It cost Mr. Halsy considerably more than twice what Walter M. Hill paid for it. Thomas J. Gannon paid \$1550 for "Echoes" Lahore, 1884, by Rudyard Kipling and his sister, unique copy presented by Kipling to his Alma Mater with a five stanza poem entirely in his autograph. An

autograph letter of twelve pages by O. Henry brought \$510. A set of Surtees's "Sporting Novels," five volumes in the original parts, brought \$860. Stevenson first editions brought good prices, the highest being \$1025 paid for "Black Canyon, or Wild Life in the West," Davos-Platz, 1882, the original issue of one of the juvenile toy books with the cuts executed by Stevenson. The Baxter collection of Thackeray letters, consisting of 43 lots, were bought mainly by Walter M. Hill, the various lots bringing a total of \$4792.50. This sale consisted largely of first editions and manuscripts of the last century and the prices indicate an active demand for rarities of this period.

The William Loring Andrews collection of Americana, consisting of maps, prints and books, many relating to New York, was sold at the Anderson Galleries April 18 and 19, bringing \$20,323.75. Interest centered in the Bradford Map of New York, made from a survey by James Lyne and printed in 1731 by the city's first printer. This rarity—one of three known copies—brought \$6500, the highest price ever paid for printed item at auction relating to New York, and was bought by Cortlandt F. Bishop. Other interesting lots and the prices which they brought were the following: "The American Almanac," by Titian Leeds, New York, 1738, printed by William Bradford, brought \$200; "The New York Pocket Almanacs," for 1784-85, 96-97-1801-02-03, by Thomas Moore, printed by Hugh Gaine, New York, \$155; "The Bradford Map and the City of New York at the time of the Granting of the Montgomerie Charter," with illustrations, levant, by R. W. Smith, New York, 1893, one of ten copies on Japan paper with a full page drawing by George H. Boughton, \$250; Christopher Colles's "A Survey of the Roads of the United States," original boards, New York, 1789, a fine perfect copy, \$320; Dr. John W. Francis's "Old New York," extended to 4 vols., by the insertion of 522 portraits, scenes, water colors and autographs, levant by Matthews, New York, 1865, \$425; Pierre M. Irving's "The Life and Letters of Washington Irving," large paper copy of the first edition extended to 8 vols., levant by Matthews, New York, 1862-64, \$180; Patrick McRoberts "A Tour Through Part of the North Provinces of North America," morocco, Edinburgh, 1776, \$355; "New York Directory for the Year 1789," with folding plan of the city, levant, by the Club Bindery, New York, 1789, the third New York directory said to be as rare as the first, \$310; Samuel Willard's "The Duty of the People that have Renewed their Covenant with God," etc., morocco by Stikeman, Boston, 1682, \$425; "A View of Castle William by Boston in New England," a unique Boston print, ascribed by McStauffer to Paul Revere but probably engraved by Thomas Johnson, \$375; and "The New York Custom House," an aquatint of the Old Government House, \$470.

A branch of the Brick Row Bookshop, of New Haven and New York, will be opened in Princeton at the beginning of the new university year. It will be located at 68½ Nassau Street and will be under the management of Henry Chapin, formerly of the New York *Evening Post*, and a graduate of Princeton University. Practically all of the details, including the matter of finances, have been completed. Early in July Byrne Hackett will go to England to buy stock for his joint bookshops. The past year has been a period of healthy development for Mr. Hackett's rare book business; his stock of prints, manuscripts and rare books, especially in early English literature, has been greatly augmented and his clientèle, especially in this city and the west, is constantly growing. His East Forty-seventh Street bookshop is one that out-of-town visitors cannot afford to miss; it is already recognized here as one of the finest in the city. Mr. Hackett's original strategy of reaching the young men of Yale, Columbia and Princeton, at close range, is characteristic of his general intelligence. His enthusiasm for literary rarities of all kinds is bound to start many young men in book buying and collecting and he should profit by his foresight. Such a plan, however, requires patience and time to bring its full success, for, after all, this is a seed planting time for Mr. Hackett's enterprises and the real harvest will come in future years.

F. M. H.

Catalogs Received

Americana, historical books and pamphlets. (No. 14; Items 1041.) The Aldine Book Co., 436 Fourth Avenue, Brooklyn, N. Y.

Americana, rare Colonial tracts, scarce Indian items, including Hoyt's Antiquities, Bouquet's Expedition, 1766, Smith's Captivity, 1834, Kentucky, Lincoln Cartoons, Revolution, The South and Many Out-of-the-Way Western items. (No. 11; Items 792.) Smith Book Co., Suite 914 Union Central Bldg., Cincinnati, Ohio.

Miscellaneous books. **Barnie's Haunted Bookery,** 725 E St., San Diego, Calif. and 3 Featherstone Bldg., London, W. C. 1, England.

Very choice and rare books, French classics of the XVIIth-XVIIIth Centuries Association, books from Erasmus to Boswell, exquisite Mosaic armorial and embroidered bindings, authors' original manuscripts, etc. (No. 2.) G. Nichelmore & Co., 5, Royal Opera Arcade, London, S. W., England.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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The Unknown Life of Jesus, by Novovitch.

"A. L. P.," 29 E. 28th St., New York. [Cash]
Jesus the Jew, 1902.

William H. Allen, 3417 Walnut St., Philadelphia
Chester, Manual of Determinative Bacteriology.
Granger, Index to Poetical Quotations, latest.
Hancock, French Revolution and English Poets.
Hare, Walks in Rome ed., St. Clair Baddely.
Mahaffy, Greek World Under Roman Sway.
Washington, Writings, Ed. Ford, 14 vols.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Hasting's Great Texts of the Bible, complete set.
Work Days of God, good condition.
The Christian's View of God, by Orr.
Virgin Birth of Jesus, by Orr.
God's Image in Man, by Orr.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Complete set of Rider Haggard.
Mackey History of Masonry, 7 volumes.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.
Ruskin, Seven Lamps.
Ruskin, Stories of Venice, vols. 1 and 3 Universal Ed., Dutton & Co.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
Clark's Onondaga County.
Morse, Furniture of Olden Times.
Morgan's League of the Iroquois.
Ayesha, Haggard.
Queen of Sheba's Ring, Haggard.
Rhymes of Little Boys, Johnson, Putnam.

William M. Bains, 1213-15 Market St., Philadelphia
London's The Road.
J. Patterson Smith, The Divine Library.
J. Patterson Smyth, Old Documents and the New Bible.
Baring, Diminutive Drama.
Nordan, Paradoxes.
Walkowsky, Pictures of Russian History and Russian Language, Boston, 1897.

G. A. Baker & Co., Inc., 144 E. 59th St., New York
Carroll, Alice's Adventures in Wonderland, red cloth, Appleton, N. Y., 1866; good price paid for a fine copy.

Baker & Taylor, 354 Fourth Ave., New York
Diary of Phillip Horn.

Barnies' Haunted Bookery, 725-729 E St., San Diego, Cal.

Glass-Making, Crucibles, Melting Pots.
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N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
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W. Beyer, 207 Fulton St., New York
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Rise and Fall of Confed. Govt., by J. Davis.
Inequality of Human Races, Lippincott, '856.

W. Beyer—Continued

Uncle Tom's Cabin, 1st ed.
Jurgen, by Cabell.
Germany's Point of View, by v. Mach.
Dangerous Age (Engl. or Germ.), by Michaelis.
Aerial Age, full set.

Bigelow, Brown & Co., Inc., 286 Fifth Ave., New York

The Internal Secretions, by Falta, translated by Myers.

The Endocrine Organs, by Sir E. A. Schafer, London.

The Internal Secretions, by Biedl.

Public Library, Birmingham, Ala.

Encyclopaedia Britannica, 11th ed., Cambridge, thick paper.

Bobbs-Merrill Company, Indianapolis, Ind.

Open House, by Juliet Wilbor Tompkins.
A Man in the Open, by Roger Pocock.
Fifth String, John Philip Sousa.

The Booklovers' Shop, 303 2nd Ave. So., Minneapolis, Minn.

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Ostragorski, Democracy of Pol. Parties.
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Book Exchange and Art Shop, Houston, Texas
Freemasonry, Anything on or about, except proceedings.

Great Pyramid, Anything on or about.
Will buy anything on above if prices are reasonable.

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Encyclopedia Britannica, 11th edition, limp, with case.
Jurgen, Cabell.

R. R. Bowker Co., 62 West 45th St., New York
Encyclopedia Britannica, 11th edition, India paper cloth.

Brentano's, 5th Ave. and 27th St., New York
Theodore Roosevelt on the World War, Scribners, 1915, first edition.

Practical Politics, Putnams, 1818, first edition.
African Game Trails, 2 vols., large paper; signed 1910 Roosevelt, first edition.

The Americanization of Edward Bok, first edition, Scribners, 1920.
Strenuous Life, Century Co., 1900, Roosevelt, first edition.

Hero Tales from American History, Theodore Roosevelt and Henry Cabot Lodge, Century Co., 1898, first edition.

The Wilderness Hunter, 1893, large paper, signed, Theodore Roosevelt, first edition.
Haggard, Mahatma and the Heir.

Knickerbocker, History of New York, Knickerbocker edition.
Washington Irving, Salmagundi, Hudson edition, Putnam.

Theodore Roosevelt First Editions:—
American Ideals and Other Essays, 1897.

Hunting Trips of a Ranchman, 1885.
Hunting Trips on the Prairies, 1900.

Addresses and Presidential Messages, 1902-4.
Stories of the Great West, New York, 1909.

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 Buck, Mystic Masonry, several copies.
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 Twain's Works, half red Lev. Royal ed., vols. 24-25.
 Hazlitt, W., Col. Works, 12 vols., McClure Dent.
 James's Varieties Religious Experience.
 Lives Illustrious Irishmen, Dublin, 1845, pt. 12.
 Life Alex. Dumas (Senior).
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 Priest, Modernism in N. Eng., pub. S. F. & Co., 1911.
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 The Road, London.
 American Glassware, Barber.
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 C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.
 Country Gentleman, May, June, July, '20.
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 Jenness, Comprehensive Phys. Culture.
 Donnelly, Ragnarok.
 Geo. M. Chandler, 75 E. Van Buren St., Chicago
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 White, E. S., African Camp Fires.
 Pringle, Mrs., The Woman Rice Planter.
 Cozzens, The Marvelous Country, 1873.
 Shepherd, Historical Atlas, Holt.
 Elwanger, Story of My House.
 Quayle, In God's Out of Doors.
 Kouns, Dorcas.
 Gunsaulus, Songs of Night and Day, 4 copies.
 Gunsaulus, Phidias and Other Poems, 4 copies.
 Allen, My Ships Argound, 1900.
 Allen, Back to Arcady, 1905.
 Allen, The Makers of Joys, 1907.
 Allen, Brothers of Bagdad, 1916.
 Allen, Golden Road.

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Amer. Chemical Soc. JI., vols. 10, 12-15, 17, 22.
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 Niles' Weekly Register, vols. 32 and 36.
 Balzac, Droll Stories, Illus. Robida.
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 Wyoming (State), any books, pamphlets or Mss.
 Rocco, Masculine Cross, etc.
 Oregonian and Indian's Advocate, Nos. 1-11.
 Ellicott, Andrew, Journal of.
 Winslow, Insanity of Crime and Passion.
 Posnett, Comparative Literature.
 Lossing, Great Family, Pictorial Hist. of U. S., 1857.
 Western Monthly Review, July, 1829.
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 Stevenson, A Soldier of Virginia.
 Virginia Magazine of History and Biography, Complete set or any volumes.
 Virginia, Anything relating to.

Columbia University Library, New York City

Zimmerman, J., Spain and Her People, Jacobs, 1902.
 Columbia University Press Bookstore, 296 Broadway, New York

Alcott, Table Talk.
 Alcott, Memoir of R. W. Emerson.
 Brown, Portland Cement Industry.
 Arabian Nights, unabridged edition, cloth binding, no fancy bindings or printed on special paper.

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Doubleday, Page & Co., G. M. Editorial, Garden City, N. Y.

The Home Book of Verse, vol. 4, pp. 1253-1648, Nature. Arranged by Burton E. Stevenson, published by Henry Holt & Co., 1915.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Hichens, Imaginative Man.
 Hichens, The Slave, Duffield.
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 Hichens, Spirit in Prison, Harper.
 Hichens, Black Spaniel, Stokes.
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 Smith, Our Inheritance in the Great Pyramids.
 Poole, His Family.
 Fraulein Schmidt and Mr. Anstruther.
 Isham, History of American Painting.

James F. Drake, 4 West 40th St., New York

Art of American Wood Engraver, Forty Proofs to Text of Hammerton, 1804.
 Keppel, Golden Age of Engraving, 1910.
 Lalanne, Treatise on Etching, Boston, 1880.
 Bacheller, Eben Holden, first ed.
 Ward, Artemus, Any first ed.
 Clifford, Malayan Monochromes, first ed.
 Cabell, The Cream of the Jest, first ed.
 Menken, Prejudices, first series, Knopf, first ed.
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 Tabb, Two Lyrics, 1900, Presentation copy.
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 Harte, Lost Galleon, San Francisco, 1867.
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 West Point Jic Jacs, N. Y., 1878.
 Arnold, Why First Editions.
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 Conrad, Typhoon, 1st Am. ed.
 Eddy, Recollections and Impressions of Whistler, 1903, first ed.
 Gibbon, Second Class Passenger, first ed.
 Grolier Club, Durer.
 Grolier Club, Transactions, Part I.
 Lamon, Works of Abraham Lincoln, Gettysburg ed.
 Riverside Press, Pan's Pipes.
 Roosevelt, Through the Brazilian Wilderness, first ed.
 Saltus, Oscar Wilde, first ed.
 Wister, Virginians, first ed.
 Wright, A Kiss for a Blow, first ed.
 Aldrich, Story of a Cat, first ed.
 Bierce, The Shadow on the Dial.
 Clemens, English as She is Taught, first ed.
 Davis, The Princess Aline, first ed.

BOOKS WANTED—Continued

James F. Drake—Continued

Dunbar, *The Sport of the Gods*, first ed.
 Riley, *Armazindy*, first ed.
 Galsworthy, *Dark Flower*, first ed.
 Galsworthy, *Five Tales*, first ed.
 Galsworthy, *Fraternity*, first ed.
 Galsworthy, *The Patrician*, first ed.
 Stevenson, *An Inland Voyage*, first ed.
 Clemens, *Personal Recollections of Joan Arc*, first ed.
 Conrad, *Tales of Unrest*, first ed.
 Conrad, *Youth*, first ed.
 Hearn, *Japanese Lyrics*, first ed.
 Hearn, *One of Cleopatra's Nights*, first ed.
 Hearn, *Some Chinese Ghosts*, first ed.
 Hearn, *Stray Leaves from Strange Literature*, first ed.
 Clemens, by Pond, first ed.
 Dunbar, Paul Lawrence, *Sport of the Gods*, first ed.
 Harper, *Book-Lovers*, first ed.
 Howells, *Their Wedding Journey*, first ed.
 Howells, *A Chance Acquaintance*, first ed.
 Thoreau, *Walden*, first ed.
 Blake, *A Father's Memoir*, first ed.
 Guiney, *Roadside Harp*, first ed.
 Howells, *Albany Depot*, first ed.
 James, *Ivory Tower*, first ed.
 Melville, *White Jacket*, first ed.
 Stoddard, *Recollections, Personal, and Literary*, first ed.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

John the Unafraid.
 God's Light As It Came to Me.

E. P. Dutton & Co., 681 Fifth Ave., New York

Children Pulpit.
 Addison, *The Romantic Story of the Mayflower Pilgrims*, Boston, 1911.
 Anonymous, *Hayseed*, Toledo, 1880.
 Bacon, *The Genesis of the New England Churches*. Balzac's Works, Caxton edition.
 Book of Yale Review Verse, New Haven, 1917.
 Brunetiere, F., *Law of the Drama, Dramatic Mus. of Col. Univ.*, Pub.
 Campbell, *The Puritan in Holland, England and America*, 2 vols., N. Y., 1892.
 Coleman, *History of the Primitive Yankees*, Washington, 1851.
 Durant, G., *Horseback Riding from a Medical Point of View*, N. Y., 1878.
 Dodds, E. King, *Canadian Turf Recollections*.
 Dwyer, F., *On Seats and Saddles*, London, 1868.
 Eaton, W. P., *Green Trails and Upland Pastures*, pub. D. P. & Co.
 Eunus Africans.
 Finn, James J., *Operative Ownership*, pub. Langdon Co.
 Flaubert, G., *Set in English containing Juvenia—Dream of Hell and Smarh*.
 Fletcher, *Steamships and their Stories*.
 Freeman, J., *The Moderns, Essays in Literary Criticism*, Crowell, 1917.
 Fuller, H. B., *Puppet Booth*, pub. Century.
 Griswold, F. D., *Sport on Land and Water*.
 Geers, Ed., *Experiences with the Trotters*.
 Harper's or Leslie's Weekly, 1858 to 1861.
 Hazleton and Berimo, *The Yellow Jacket*.
 Hobson, C. K., *Export or Capital*.
 Hugo, *Les Miserables*, Eastes and Lauriat Int. Ltd. edition, L. P.
 Irving, John B., *Official Summary of the Races at Jerome Park*, fall of 1866.
 Illustrated Police News, 1880 to 1900.
 Lawrence, *Widowing of Mrs. Holroyd, The White Peacock, The Trespasser, The Rainbow*, Look We Have Come Through, first editions.
 Love Ballads of the 16th Century.
 Mencken, *American Language*.
 Michelets, *Roman Republic*, Bohn Standard Library.
 Miller's Modern Polo.
 Morrison, *Tales of Mean Streets*.
 National Police Gazette, 1878 to 1887.
 New York Clipper, 1853 to 1865.
 Noble, F., *The Pilgrims*, Boston, 1907.
 Opie and Fuseli, *Lectures on Painting*, Bohn Artists Library.
 Pierce, Dickens' Dictionary.

E. P. Dutton & Co.—Continued

Porter's Spirit of the Times from 1859 to 1865.
 Preble, *Latin Grammar*.
 Sears, *Pictures of the Olden Time*, Boston, 1857.
 The Sun, New York, Sept. 6th, 1915.
 Thompson, J. W., *Noted Maine Horses*, vol. 1 only.
 The Tribune, New York, August 14th, 1918.
 Tunison, *Master Virgil*.
 Von Hugel, *Mystical Elements of Religion*, 2 vols.
 Van Rensselaer, *Prophetical, Educational and Playing Cards*.
 Vosburgh, W. S., *Lives of Famous American Jockeys*.
 Wilde, *Novels and Fairy Tales*, Cosmopolitan Library, Nichols.

Eau Claire Book & Stationery Co., Eau Claire, Wis.
 Home and School Reference Work, 10 vol ed.
 Ida H. M. Starr, *Garden of the Caribbees*, 2 vols.

Paul Elder & Co., 239 Grant Ave., San Francisco

Saddle and Song, Lippincott, 1905.
 On Braver Thing, Dehan.
 Viliation and Life, D. T. Smith.
 Life and Sermons of David Swing, 1894.
 Christian Iconography, Didron, Bohn Library.
 Science and Philosophy of Life, Cowles.
 Must Protestantism Adopt Christian Science, Hegerman.
 Business Organization and Development, Frank.
 Mammy, Babcock.
 Painted Veils, Huneker.
 Christ and the Eternal Order, Buckler.
 Adam's Garden, Putnam.
 Breaking the Wilderness, Dellenbaugh.
 Mysteries of Colorado, Dellenbaugh.
 From Adam's Peak to Elephanta, Carpenter.
 Lost Art of Reading, Lee.
 Slavery and Slave Trade in Africa, Stanley.
 Last Galley, Doyle.
 European Theories of the Drama.
 East of the Sun and West of the Moon, Key Neilson.
 Early numbers, No. 18 particularly, of American Institute of Mining Engineers, bound in leather.
 A. B. C. of Japanese Art, Blacker.
 Story of an Outlaw, E. Hough.
 Beauties of Shakespeare, W. Dodd, Winston series.

Emery, Bird, Thayer, 25 Madison Ave., New York
 Poetry and History of Scottish Border, by Veitch.

George Engelke, 855 No. Clark St., Chicago

Hoensbrouk, *Fourteen Years a Jesuit*.
 Lichtenberg, *Making of Modern Germany*.
 Printz Hall, by the author of Blackbeard, vol. 2 only, 1839, M. D. Conway.
 The Life of Thomas Paine, Putnam, 1892, vol. 1 only.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Marshall Field & Co., State St., Chicago

Paris Sketches, Nordan.
 Smoke, by Trugenev, in Green cloth, Pocket ed.
 Fathers and Children, Green cloth, Pocket ed.
 Mystery of 31 New Inn, by Freeman.
 Uttermost Farthing.
 Our Lady's Inn, Clouston.

Fowler Brothers, 747 South Broadway, Los Angeles
 Books on Sealyham Terriers.

John L. Galletti, 281 Grand St., Newburgh, N. Y.
 Is Mankind Advancing, Martin.
 History of the U. S., Alex Stephens.
 Symond's Renaissance, 2nd and 4th parts, Scribner, 1904, half levant.
 Chaucer, fine copy, large print.
 Droll Stories, Balzac.

Christian Gerhardt, 25 West 42nd St., New York
 Bain, A Heifer of the Dawn.
 Bierce, A Son of the Gods.

BOOKS WANTED—Continued

Christian Gerhardt—Continued

- Cabell, Soul of Mellicent.
 Cabell, Gallantry.
 Cabell, Chivalry.
 Cabell, Jurgen.
 Cabell, From the Hidden Way.
 Clemens, A Tramp Abroad, 1880.
 Clemens, Life on the Mississippi, 1883.
 Clemens, Mark Twain's Library of Humor,
 Clemens, What Is Man.
 Clemens, Huckleberry Finn.
 Report Annual Dinner of Tytophetæ, 1888.
- J. K. Gill Co., Portland, Ore.
- Butler, The Great Loneland.
 George Moore, Mike Fletcher.
 Course of Study for Normal School Pupils on Literature for Children, by Julia S. Harron, Part 5, Sec. 5.
 Responsibilities of the Novelist, Frank Norris.
 Capt. W. F. Drennan, Chief of Scouts.
 Reminiscences of the South Seas, La Farge.
- Gittman's Book Shop, 1225 Main St., Columbia, S. C.
 History of Georgia, vol. 2 only.
 Descendants of Pocahontas, Robertson.
 Back to Arcady, Allen; The Woman of the Horizon, Franklan.
- The Goldsmith Book & Stationery Co., 116 South Topeka Ave., Wichita, Kansas
 Baked Meats of a Funeral, Chas. G. Halpine, pseud.
 Miles O. Reilly.
- Goodale's Book Store, 14 E. 7th St., Kansas City, Mo.
- Romance of Chastisement.
 Our Fair Flagellants.
 Maud Cameron, and her Gaurdian.
 Margot the Birching Beauty.
 Anything on Flagellation.
- Goodspeed's Book Shop, 5A Park St., Boston, Mass.
 Abbott, K. M., Paths and Legends of New England, 1903.
 Benson, Cat. of Etchings.
 Brattleboro, Vt., Picturesque Brattleboro.
 Bridgeport and Stratford, Ct., Hist. of, 2 vols.
 Child, Unknown Patriot.
 Colburn, Zerah, Nellie or Marriage, Seaside Lib.
 Crawford, Old New Eng. Roof Trees.
 Crawford, Botolph's Town.
 Crawford, Among Old New Eng. Inns.
 De Vinne, Hist. Printing.
 Echegaray, Jose, Great Galeoto; Folly of Saintliness, tr. by Lynch, Lane.
 Hind, Hist. Etching and Engraving.
 Isham & Brown, Early R. I. Houses.
 Lyons, Colonial Furniture.
 Martin, Dr. G., Chemistry and Its Wonders.
 North Amer. Review, Jan., 1919.
 Obenchain, Hand Woven Coverlets.
 Porter, Mechanics of Faith.
 Principia Italiana, Pt. 1.
 Rafinesque, Anything by.
 Richard, H. M. M., Pennsylvania Germans in Revol. 1908.
 South Carolina, Hist. of, by Ramsay.
 Tennyson, A., Works, ed. by Rolfe, vol. 3 only, Estes.
 Theatre in Maryland, Anything on hist. of.
 Thorpe, F. N., Federal and State Constitutions, 7 vols., 1909.
 Walker, W., Ten New England Leaders.
 Wallington, Historic Churches.
 Genealogies, Bascom, Thomas and Descend., 1870.
 Fletcher Gen. 1871, 1881.
 Gaylord Gen., 64 pp., Cin.
 Goodrich in America, 1889.
 Horton.
 Leavenworth Gen.
 Levering, 1897.
 Schell, Descend. of J. C., 1896.
 Strong, 2 vols.
 Ten Broeck, by Runk, 1897.
 Tomlinson, 1891.
 Wood of Sackville, N. B., 1904.
 Usher, Memorial of R. G., 1895.

Goodspeed's Book Shop—Continued

- Daniels, Coll. of Black-Letter Ballads.
 Davis, G. T. M., Autobiography, N. Y., 1881.
 Davis, Treatise on Military Law of U. S., 1898.
 Deering, Lee and His Cause, 1907.
 Democratic National Convention, 1912.
 Douglas, Seven Daughters, early ed.
 Edwards, Dict. of Thoughts, etc.
 Emmons, Oration on Bunker Hill Battle, 1827.
 Estes, Defence of Negro Slavery.
 Ewing, Blue and Red, 1883.
 Foster, Syndicalism.
 Futrelle, The Thinking Machine, 1907.
 The Mother Tongue.
 Ruxton, Life in the Far West.
 Todd, Autobiography.
 Genealogy, Bostwick.
- Edwin S. Gorham, 11 West 45th St., New York
 The Daily Round, Bishop Cox.
 Ceremonies of the Mass., McGarvey & Burnett.
- Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.
 Chambers, Glints Thru the Shadows.
 Chambers, Man and the Spiritual World.
 Chambers, Problems of the Spiritual.
 Chambers, Thoughts of the Spiritual.
 Morgan, League of the Iroquois, pub. in Rochester, 1851, 1 volume, 8vo.
 Stone, Life of Brant, pub. 1838, 2 vols., 8vo.
 Stone, Life of Sir William Johnson, pub. 1865, 2 vols., 8vo.
 Hughes, Zall.
 MacKenzie, Man Who Tried To Be It.
- Benj. F. Gravely, Martinsville, Va.
 Williams, James, Principles of Psychology, unabridged.
 Williams, James, Varieties of Religious Experience.
 Books of Portraits of Prominent Chinese and Japanese Men and Women, photographs of various types and costumes.
- Grimwood's, 24 North Tejon St., Colorado Springs, Colo.
 The Making of Colorado, Parsons.
 Kelly and the O'Kellys, by Trollope, pub. Lane.
 Prehistoric Tombs of Crosses, Evans.
 Poems of Helen Hunt, Jackson, H. H., as complete editions as possible, pub. by Little, Brown.
 Rupert Brooks, Poems.
 Avowals, Geo. Moore, pub. by Laurie in England.
 Inside the Ropes, Van Loan.
 Fragments, by Cave, in 2 vols., white leatherette with black cover design.
- Harvard Cooperative Society, Inc., Cambridge, Mass.
 Hearn, Some Chinese Ghosts, first edition.
 Editorials Lafacadio Hearn from the Kobe Chronicle, privately printed in Japan.
- Hazen's Bookstore, 238 Main St., Middletown, Conn.
 Vermont for Young Vermonters, Miriam Kimball.
- William Helburn, Inc., 418 Madison Ave., New York
 Monroe, Public and Parlour Readings.
 Ward, French Renaissance, 2 vols.
 Ashdown, British Costume during 19th Centuries.
 Anderson, Greece and Rome.
 Holbrook Jackson, The Eighteen-nineties.
- L. B. Herr & Son, Lancaster, Pa.
 The Friendship of Mary Russell Mitford, edited by L'Estrange.
- Walter M. Hill, 22 East Washington St., Chicago
 Cathcart, Bibliography of Hawthorne Rowfant Club.
 Sturges, Bibliography of Bryant.
 Lobbell, Dr. Johnson's Mrs. Thrale.
 Johnson, New England and Its Neighbors.
 Oliver, Life of Hamilton.
 Melville, Moby Dick.
 Rawlinson, The Life of Henry Rawlinson.
 Charles Norton, On Modern Compounding Rectifying.
 Corporation Laws of Illinois for 1837.
 Emerson's Essays, first series, or edition.
 Le Seuer, Historical Journal of.
 The Book of Days, vol. 1, ed. by Chambers.

BOOKS WANTED—Continued

Himebaugh & Browne, Inc., 471 5th Ave., New York
Principles of City Land Values, R. M. Hurd.
E. A. Robinson, first editions.
Torrent, E. A. Robinson.
Children of the Night.
Parnassus on Wheels, Morley, first edition.
Story Barnaby Lee.
Treasure of Peyre Gaillard.
Captain Craig, first edition.
Magic Storey, F. V. Dey.
Dictionary-Encyclopaedia, 1 vol., Dr. L. Colange.

John L. Hitchcock, 1010 Powell St., San Francisco
Atherton, Gertrude, The Splendid Idle Forties.
Booth, Newton Booth of California, N. Y., 1894.
Gazlay's Pacific Monthly, N. Y., 1865.
Marsh, Eleven Years in the Rocky Mountains.
Overland Monthly, 1883, March, 1884, February, June, 1885, August, September October.

Hochschild, Kohn & Co., Howard St., Baltimore, Md.
Ryle's Commentary on St. John's Gospel, third vol.
Betrothed, Scott, in the Burt Home Library.
Handsome Harry or The Fighting Belvidere, Samuel Ellis.
Complete Works of William Shakespeare, New National edition, pub. by Hurst.
Sketches of Baethoven, Notte.
Old Wives Tales, Bennett.
Bride of Plains, Orczy.
Theatre of Today, Moderwell.
Heart of Lady Ann, published by Kate and Edger-ton Castle.
The Moon, W. H. Pickering.
Pageant of English Literature, J. E. Parrott.

Holmes Book Co., 740 S. Main St., Los Angeles, Cal.
Book of Knowledge, vol. 19, Grolier Society, red buckram, torch on back, edition with preface by J. H. Finley, August, 1911.

The Holmes Book Co., 707 Market St., San Francisco
Delmas' Speeches.
Any California or Oregon pamphlets back of 1880.
De Mofras' Explorations in California and Oregon.
Mathews, Ten Years in Nevada.
Life of Col. E. D. Baker.
Narrative of Edward McGowan.
Hittell's History of California.
Anything on Oregon.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.
Session Laws and Acts of all States.
House and Senate Journals of all States.
Early Digests, Codes and Revisions of Laws.
Early Files of Western and Southern Newspapers.

J. P. Horn & Co., 1313 Walnut St., Philadelphia
Dickens, Gadshill ed.
Scott, Estes, limited ed.

Paul Hunter, 401 1-2 Church St., Nashville, Tenn.
Masson's Life of Milton.
Mark Twain, complete set.
Reed's American Law Studies.
Henry James, cloth, complete set.
Mahany, Starry World and Their Destiny.
Hough, Magnificent Adventure.
Mary Moore of Virginia.
Encyclopaedia Britannica.
Bradford's History of Plymouth Settlement, reprint.
Lewis, When Men Grew Tall.
Herndon's Lincoln, 3 vols.
Smyth's Synonyms, 6 copies.

Henry E. Huntington Library, San Gabriel, Cal.
Keep, A. B., compiler, History of the New York Society Library, 1908, publisher Scribner.

H. R. Huntington Co., Myrick Bldg., Springfield, Mass.
Set of Kipling, Outlet ed.

Hyland's Old Book Store, 204 Fourth St., Portland, Oregon

McLaughlin and Old Oregon, Dyc.

Iowa State University Library, Iowa City, Ia.
Donnelly, Ignatius, Ragnarok, 1883, Appleton.

G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
Norway and Its Fjords, M. A. Wyllie.
Eight O'Clock and Other Studies, S. G. Ervine.
Carver's Carriage of Goods by Sea, late ed.

Anton I. Jansky, 19 E. Adams St., Chicago
Corporal Si Clegg.
Thwaites, Western Travels.

Jersey City Free Public Library, Jersey City, N. J.
Roche, Plunder.
Sparrow, Hints on House Furnishing.
The Mentor, vols. 1-7 inclusive, nos. 1-196.

Amos E. Jewett, Rowley, Mass.
Sears, Geology of Essex Co., Mass.
Townsend, Sand and Marsh.
Dunn, Land Laws and Legal Decisions.

E. W. Johnson, 27 Lexington Ave., New York
Vasaris, Lives of the Painters.
Life of George Sand.
Sand, Indiana, novel.
King Spruce, H. Day.
Roe, Nature's Serial Story, Large ed.
Mitchell, Hist. Ancient Sculpture, 1905.

Kansas City Book Exchange, 715 Main St., Kansas City, Mo.

History of Clinton County, Iowa.
World of Song, Sep. Winner.

Kendrick-Bellamy Co., 116th St. at Stout, Denver, Colo.

Animals of the Past, by Lucas.
Fossil Shells and Tertiary Formation of North America, T. A. Conrad.
Half Century, Swissholme.

George Kirk, 1894 Charles Road, Cleveland, O.

Allibone, 2 sup. vols.
American Book Prices Current, set.
Beardsley.

Carrington, pub. by.
Chivers, T. H., Anything by.
Clare, John.
Epigrams of Martial, Eng. trans.
Levy, Amy.
Liseux, Pub. by.
Lowndes, 4 vols.
Moore, Any firsts.
The State by Franz Oppenheimer.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

Hunerer's Painted Veils.
Beerbohm, Seven Men.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Ira B. Conkling, Conklings in America.
M. L. Montgomery, History of Berk County, 1886 ed., pub. by Evarts Peck & Richards.

Kroch's International Bookstore, 22 No. Michigan Boulevard, Chicago

E. L. Voynish, The Gadfly.
Malthus, Essay on Population.
Hewlitt, Queen's Quair first ed.
Arrhenius, World's in the Making.
Arrhenius, Life of the Universe, etc.
Arrhenius, Textbook of Cosmological Physics, etc.

Charles E. Lauriat Co., 385 Washington St., Boston
Barbarian Invasion of Italy, Villari, Trans.
Archo Volume, Mahan.
Madeira Party, Thumbnail Series.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
D. 'ri & I. Bacheller, Harper.
Ornamental Lettering, G. J. Becker.

Leary, Stuart & Co., 9 South Ninth St., Philadelphia
Hemstreet, Literary New York, 2 copies.

Lemcke & Buechner, 32 East 20th St., New York
Herrick, Denatured and Industrial Alcohol.
Radcliffe, Mysteries of Udolpho.
Godwin, Caleb Williams.
Walpole, Castle of Otranto.
Lewis, Bravo of Venice.

BOOKS WANTED—Continued

Lemcke & Buechner—Continued

Hough, The Story of the Outlaw.
Nicholls, Bayou Triste.

C. F. Liebeck, 859 East 63rd St., Chicago, Ill.
Sabin's Dictionary, Americana, any parts.

Little, Brown & Co., 34 Beacon St., Boston
Ancient, Curious and Famous Wills, Harris, pub. by
Little, Brown & Company.

Lord & Taylor Book Shop, Fifth Ave. at 38th St.,
New York

Kitchen Diary.
Bonsal, American Mediterranean, Moffat.
Clopton, A Belle of the Fifties.
Chestnut, Diary from Dixie.
Clifford, Seeing and Thinking.

McClelland & Co., 141 North High St., Columbus, O.
Spirit of the Soil, G. D. Knox, Van Nostrand, 2
copies.

McDevitt-Wilson's, Inc., 30 Church St., New York
Washington Vanderlip, In Search of a Siberian
Klondike.

Thoreau, Journal in 14 volumes.
First Edition of Walden.

Butler, Golfer's Guide.
Page, Robert E. Lee, The Southerner,
Seven Arts Magazine, April, 1917, or any other nos.
Wilson, Comrades of the Mist and other poems,
Sully.

Adelaide S. Hall, Important Symbols.
Handbooks on Financing and Promotion of Indus-
trial and Mining Propositions.
Britannica, Cambridge edition, cloth.
English-Spanish, Spanish-English Technological Dic-
tionary, Ponce de Leon.

Ger man-English Dictionary.
A. B. C. Code, 5th edition.
Max O'Rell, Her Royal Highness—Woman.
House of the Marsh, Florence Marsden.
The Commercial Code, Hartman and Needham, 4
copies.

Southern Generals, Their Lives and Campaigns.
Pollards, History of the Civil War, in 4 vols.
Prison Prose and Poetry or Sunny Lands, Jones.
Camp, Memorial to Clarence King.

MacGreevey-Sleght-De Graff Co., Batavia, N. Y.
Morgan's League of the Iroquois.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.

Bax, German Culture, Past and Present.
Brandes, Poland, a Study of the Land, People,
Brude, Non-Partisan League.
Butler, Passing of the Great Reform Bill.
Collison, Morley, Modern Italian Literature.
Dickinson, Robert Fulton, Engineer and Artist.
Hall, Bourbon Restoration.
Martin, Maximilian in Mexico.
Mackintosh, Joseph Chamberlain, new edition, 1914.

Macauley Bros., 1268 Library Ave., Detroit, Mich.
House of Cobwebs, Gissing.

Madison Avenue Book Store, Inc., 575 Madison
Ave., New York

Raemaker's Cartoons, first volume published.
Romance of a Plain Man, Ellen Glasgow.
Fine Art of Living Together, R. W. Trine.
History of America before Columbus. P. De Roo.
Truth About Camilla, Gertrude Hall.
Gray Cloud, Hamilton Gibbs.
Morality Court, Bonnie Melbourne Busch.
Melody of the 23rd Psalm, Warner.
Nessmuk, Woodcraft.
Diomed, by Wise.

Henry Malkan, Inc., 42 Broadway, New York

Barber, Hist. and Antiquities of New Haven.
Bater, Naturalist on River Amazon.
Furman, Long Island Miscellanies.
Hudson, Idle Days in Patagonia, old ed.
Hudson, Naturalist in La Plata.
Hudson, Quote all of his books.
Jackson, Stonewall, Life by Anna Jackson.

Henry Malkan, Inc.—Continued

Mott, Pike County Folks.
Parkman, F., Works, Frontenac ed.
Archko Volume.
Arius the Libyan.
Forester, Frank, Warwick Woodlands.
Hocking Land of the Leal.
Moulton Library Literary Criticism.
Paine, Book of Buried Treasure.
Southey History Brazil.
Tyler, Literary History Amer. Revolution.
Van Brunt, Greek Lines.

L. S. Matthews & Co., 3563 Olive St., St. Louis
Am.-Pharmaceutical Assn., vols. 1 to 5 and 45.
Adair, Oral Hygiene.
Crocker, Dis. Skin.
Cullen, Cancer Uterus.
Bailey, Accidents and Injuries.
Brill, Psychoanalysis.
Butlin, Dis. Tongue.
Babcock, Dis. Lungs.
Buckley, Syphilis In Innocent.
Durck, Atlas Hist. Path.
Ewing, Neoplastic.

Ralph Mayhew, 220 Wadsworth Ave., New York
Little Songs for Little Singers, pub. 1865, Hard &
Houghton.

Other books of similar character.

Mercer & Mercer, 117 So. Spring St., Los Angeles,
Calif.

Our Race, Charles A. L. Totten.
Dr. Robert H. Young, D.D., His Complete Answer to
Ariel Subject "The Negro."

Meyer's Book Store, 307 S. Dearborn St., Chicago
Abraham Lincoln, a History, 10 vols., cloth, Centu-
ry Co.

W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis
Woodberry, Poems.
Wilson, Emphatic Diaglot.
The Texas Refugees.
Clark, Microscopy.

Edwin Valentine Mitchell, Hartford, Conn.

Chronological Outlines of English Literature, Ry-
land, 2 copies.
Chair on the Boulevard, Merrick, Dutton, Limited
edition.

Anything on Airedales.
Grover Cleveland, Gilder, Century.
Yacht Cruising, Worth.
Historic Virginia Homes and Churches Lancaster,
Lippincott.

Gospel of Mark, Jacobus, Bible for Home and
School Series, Macmillan, 2 copies.
Psychology Advanced Course, James, Holt, 2 vols.
Encyclopedia of Law and Legal Forms, Spalding,
Neyler & Co., Philadelphia.
Songs of Kabir, Tagore, Macmillan, Bolpur ed., clo.
Gitaujali, Tagore, Macmillan, Bolpur ed., cloth.
Crescent Moon, Tagore, Macmillan, Bolpur ed., clo.

Morris Book Shop, 24 No. Wabash Ave., Chicago

Patrins, Imogene Guiney.
Chambers, Book of Days.
Dog's Book of Verse, Small, Maynard.
House of Dreams, Dawson.
Little Dinners with the Sphinx, La Gailienne.
Hotel Red Book for 1920.
From Jaffa to Jerusalem, Finley.
Out Door Sketching, F. Hop, Smith.
Making of Ireland, Green.
Hunting of the Snark, Macmillan.
The Man Shakespeare, Harris.
Scult's Greek Mythology.
More's Hindu Pantheon.
By Pack Train to Mt. Dalhousie.
Book Review Digest, 1910 to 1914.
Albert Pinkham Ryder, Sherman.
Baconia, Any volumes.
Chaterton's the Fore and Aft Schooner.
Child's English and Scottish Ballads.
East of the Sun, West of the Moon.
The Charletans, Bert Leston Taylor.
The Well in the Wood, Leston Taylor.
Motley Measures, Leston Taylor.

BOOKS WANTED—Continued

Morris Book Shop—Continued

The Bilioustine, Leston Taylor.
The Book Booster, Leston Taylor.
Camille, Dumas, Leston Taylor.

Newbegin's, San Francisco, California

Bengel, New Testament, half morocco ed.
Daniel H. Newhall, 154 Nassau St., New York

American Gazetteer, 1762, 3 vols.
Boatswain's Whistle.
Beechey Narrative, 2 vols., 1831.
Drake, California Names.
Dix, The American State.
Dimsdales Vigilantes, 3rd ed., 1915.
Eells, 10 Years Missionary Work.
Elrod, Butterflies of Montana.
Franchere, Narrative.
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Hill Country of Alabama.
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Laut. Pathfinders of the West, 1904.
Ley, 52 Years in Florida.
Meare's Voyages, 2 vols., 1791.
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Miller, Songs of the Sierras, first ed.
Otis, History Panama R. R.
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Smet. Missions del' Oregon, Paris, 1848.

Norman, Remington Co., Charles St., Baltimore, Md.

Lewis ed. Blackstone Commentaries.
Columbia Studies History, vol. 2, no. 1; vol. 2, no. 2; vol. 4, no. 3.
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Brooks, Neo-Theosophy Exposed.

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T. Douglas Murray, Jeanne d'Arc, Maid of Orleans and Deliverer of France, published by Heineman, London and McClure, U. S., 1902.

Presbyterian Board of Publication, 125 No. Wabash Ave., Chicago

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International Standard Bible Ency., 5 vols., James Orr.

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Lever's Jack Hinton, pub. Jasper Harding, Philadelphia, 1848.
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Roosevelt, Americanism: An Address, Nat. Americanization Committee, 1916.
Roosevelt, Confession of Faith Before Progressive Convention, Aug. 6, 1912, N. Y., 1912.
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Roosevelt, Essays and Practival Politics, ed. of 1888, Putnam.
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Roosevelt, Notes on Some Birds of Oyster Bay, L. I., privately printed, 1879.
Roosevelt & Grinnell, Trail and Camp Fire Book of Boone & Crockett Club, pub. Forest and Stream, N. Y.
Roosevelt & Minot, The Summer Birds of the Adirondacks in Franklin Co., New York.
Ryberg, V., Teutonic Mythology, tr. Anderson, London, 1889.
Sale, E. F., Manors of Virginia in Colonial Times, 1909.
Service Book, Holy Orthodox Catholic Apostolic (Greco-Russian Church), trans. Haggood, Houghton Mifflin.
Seward, W. H., Works, ed. Baker, 5 vols., latest ed., Houghton Mifflin.
Shorley, Paul, Unity of Plato's Thought, Univ. of Chicago.
Shrine at Delphi.
Smith, Classical Dictionary.
Tchekhow, Lady With the Dog, Macmillan.
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Van Renssalaer, The Van Renssalaers of Rensselaerswyck, limited ed., 1888.
Verrill, Porto Rico and San Domingo, Dodd.
Vrooman, Theodore Roosevelt, Dynamic Geographer, Oxford Press.
Washington, Writings or George Washington, ed. by Ford, Letter Press ed., 14 vols., Putnam, 1889.
Wedmore, Etchings, Connoisseur Series, Putnam.
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 Edinburgh Review, Jan., 1912.
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Temple Review, 5513 Larchwood Ave., Philadelphia

- Burke, Jones & Girardin, History Va., 1804.
 Howe, Historical Collections of Va., 1845.
 Wm. Stith, History of First Discovery and Settlement of Va., with index, 1747.
 Capt. John Smith's General History of Va.
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No. 19

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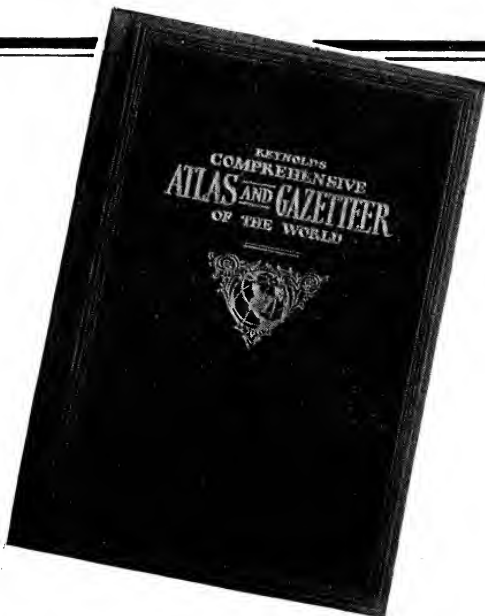
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The Publishers' Weekly

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May 7, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

FULL REPORT OF THE BOOKSELLERS' CONVENTION IN MAY 21st ISSUE.

The Non-Book Reader

THE twenty-first annual convention of the American Booksellers' Association turns its attention for its main theme to the question of getting the attention of those who do not have the book reading habit. In doing this it has selected a problem that most surely deserves the prominence thus given it, and it is to be hoped that the discussions in the various convention sessions will bear fruitfully on this topic.

There are many in this great country of ours who do not read at all. Far more than one would guess are not able to read. But the widening scope of the newspaper and the enormous circulation of magazines provide for those who pass thru our schools and receive a training in reading, and keep the reading habit alive in one form or another. The question foremost in the minds of the publishing and bookselling world is how many will become *book* readers.

It is certainly not the argument of the book-trade that other forms of reading have a subsidiary place, but since the time taken for newspapers and periodicals is probably sixty minutes to every minute spent on books it is quite obvious that a new emphasis on the importance of book reading is now most necessary and timely.

The non-reader who ought to be frequenting the aisles of the bookstores is the person who, having graduated from our schools, has failed to see that he can continue to broaden his experience and his knowledge by the use of the means that have brought to our great men their vision.

This post-graduate development must be to a great extent an individual growth, and the public libraries and the bookstores ought to be working hand in hand to continue popular

education where the schools leave off, and to supply that form of diversion which broadens human experience while supplying enjoyable hours.

There is an undoubted confidence among those most competent to observe conditions that there is to-day an unusually large number of people who need only to be brought into touch with books to have them respond. The potential market was never so good. The task of the book-trade is so to improve the distribution of books and so to perfect the methods of display and advertising that those in whom this desire is latent cannot escape the temptation and the opportunity to form the habit of further reading and book ownership.

There is always a need to stimulate the impulse to buy books, but even more important than this to-day is the task of making plentiful the chances to buy a book when the impulse comes. Every established bookstore will prosper by an increase in the number of bookstores thruout the country. There is a great undeveloped territory, and each person breaking into new territory will help start the general book reading habit by which all will prosper. Non-book readers are everywhere, and if the consumption of books in this country to-day is not doubled in ten years, it will be because the opportunity was not fully met. No gathering of the book-trade ever came at a time so full of essential possibilities for progress.

The Good Bookseller

AT the Atlantic City Convention there will be announced the result of the first year's election to the newly established Honorary Fellowship of American Booksellers. Five names out of fifteen that were put in nomination will be the first to be inscribed on this list, the Committee to present to each of these five a suitable document of their election.

As announced in the program for this Fellowship, "It is the purpose of this Fellowship to provide some means by which the book-trade can honor those of the profession who have raised bookselling to a high level of efficiency." As was developed in earlier discussions of ways and means to recognize good bookselling, it is not possible to lay down any specific standard of what constitutes a good bookseller, neither standard of preparation or

of present efficiency, as there have been so many routes by which people have entered the business and so many methods of efficiency. By means of this election to Fellowship, however, the book-trade, itself, can express its opinion of the work of its fellow members, and there are in the provisions for this Fellowship no restrictions as to whether the people nominated shall be managers of a general bookstore, builders of a specialty bookstore, directors of a book department, whether they are to be in the new book or in the rare book business, but by this expression of opinion there will year by year be an opportunity to visualize certain standards by giving real proficiency its deserved recognition.

It is possible that in the first year of new effort the machinery may not work to record the trade's feeling with complete accuracy, because a hundred good booksellers could probably have been nominated if their friends in the trade had taken the initiative; but the fifteen actually put in nomination certainly represent various types of excellence so that everyone will have an opportunity to express his opinions.

As is provided in the proposal, those who are not among the first five in votes this year can be on the voting list for next year, so that altho only five are elected each year a fine list of real bookmen will gradually be built up.

Many of those nominated are from the pioneers, and have done notable service in bringing American bookselling to its present state. J. K. Gill has had fifty-five years of bookselling experience, and Alexander Robertson over fifty years. William Harris Arnold was a pioneer in developing the possibilities of department store bookselling. Davis James has carried on a fine tradition of bookstore service, and two generations in the James store have meant ninety years of business. Charles E. Butler has made book-trade history. C. C. Parker's name is as well known on the Atlantic as on the Pacific Coast, and the travelers have built a reputation for W. D. Wilson of Seattle as booklover and book-buyer.

George W. Jacobs, of Philadelphia, has been aggressive in every movement that the book-trade has put forward for better business methods. W. K. Stewart has in a dozen years shown the great possibilities that lie in re-organizing old book outlets. Joseph Jennings, of the Old Corner Bookstore, is quoted by every traveler as a store buyer of extra-

ordinary acumen and a sales organizer with tireless enthusiasm. Louis Keating has helped good bookselling in three cities and made friends in every direction. Miss Mahony has pioneered in two new fields, children's book-selling and caravan bookselling. Byrne Hackett has shown what can be done in the university centers. Laurence Gomme and Frank Shay are developing the small bookshop idea as an example to others of what personal bookselling can become. The voters may think of many others that they would gladly put in this list; but the idea is launched and in succeeding years can be steadily developed. The certificate of membership in this Fellowship which will be given to the successful candidates should be a much prized document in their bookstores or homes.

Books to the Graduates

THERE is no development in the use of books that should come more naturally and easily than the increase of their use as graduation gifts. A book, as nothing else, can express the spirit of commencement time, the time when young people from school and college are setting out on new courses, and when friends can express their interest and offer guidance and inspiration in the form of a book. How much more permanent this can be than gloves or flowers, no matter how well these fit into the spirit of the occasion.

In the case of the boy graduate there is little that he asks in the way of clothes, but his relatives and friends can do a fine thing by starting him into the book owning habit. Books properly inscribed will take on increasing value and significance as the years go by, and, with continued emphasis on this matter, books may become increasingly a symbol and sign of the meaning of commencement. The publishers and the book-trade should get wholeheartedly behind the idea of making books known as the best gifts for graduates.

Vitamines

"The brain needs its growth-promoting elements, just like the body," says one of the *Chicago Daily News* ads for its book page. "Froth and foam, the literary cream-puffs, make pleasant reading and relaxation, but they do not nourish.

"Substantial food is needed—the necessary amount of mental vitamines—the books that build and strengthen and stimulate.

"Don't gulp literature at random. Plan your intellectual diet carefully. Follow a well-balanced menu. Consult a dietitian."

Printers' and Other Wage Reductions

THE May 1st decision of the New York arbiters in the case of the pressmen's and other unions whose contracts expired April 1st announces reductions in weekly wages approximating 10 to 12 per cent, retroactive to the expiration of contract. These figures approximate the reduction in the cost of living and are a just basis for reduction in wages. The reductions of 20 to 30 per cent demanded by employers in other lines of business, such as paper making, discount future reductions and the employees naturally oppose.

In many basic industries the employers' demand for reduction in scale has been coupled with a demand for the resumption of a nine hour day, so that the demand is substantially greater than the indicated figures. The eight hour day has in most industries come to stay, and it seems unfortunate that the wage reduction question should be complicated with the question of hours. This had been a grievance with employers when employees made the demand for fewer hours at the same weekly wages, and it is to be lamented that employers should follow that bad example.

In the printing trades the wage question is complicated with the reduction from May 1st of the working week from 48 to 44 hours. The New York employing printers acceded to this demand in the negotiations of 1919 and should, of course, keep to their agreement. In a few other printing centers the same agreement was reached, but this has not been done thruout the country, and New York printers must suffer by comparative costs. If this change were accompanied by a corresponding reduction in the weekly wage, there could be no criticisms. But the fact is that this change of hours nullifies the reduction in wages, as linotypers and other compositors keep their very high scale, reached at the peak of the high cost of living, until October 1st next, so that May 1st in New York with its 44-hour week brings an increase in total printing costs. In equity, there should have been a real reduction of about 12 per cent, and employing printers and their patrons are put at a serious disadvantage under present conditions.

In the present arbitration, the employees emphasized the point that printing offices

were running fairly close to capacity, certainly more close than most industries, and this was naturally made an argument against reduction in wages. This argument, however, overlooked one essential fact. Both book and periodical publishers have until recently stood fairly by the printing offices they employed in meeting increased wages. The retroactive awards of last December hit publishers hard, especially periodical publishers, but as a rule, employing printers were able to pass increased costs along to their patrons. It is really the publishers who are now suffering. Periodicals, which raised their advertising prices last year and, to some extent, their subscription rates to meet increased costs, now find that they have advanced prices to the full extent that the "traffic will bear" and, in fact, in many cases beyond, so that they are facing what economists call "the law of diminishing returns."

Book publishers find their sales curtailed, under the inadequately increased prices, while printing costs are as high as ever. The fall in the price of paper has somewhat mitigated conditions, but it is generally true that manufacturing costs in the book and periodical industries are not substantially lower and leave a lower margin between costs and returns. This must sooner or later react on the printing trade, both as respects employers and employees, and it will be wise on the part of both if they face these conditions promptly and readjust conditions to the public needs. If prices of books are so high that the public buys fewer, then publishers must advertise less and periodicals will also find their income curtailed. Industry is, in fact, a "House that Jack Built," and as all elements have taken part in increasing prices, so each must take part in diminishing costs.

We have commended the New York arbiters for their wise action in basing reductions on actual reductions in retail living costs, in contrast with the unwise attempt in other trades to make excessive demands upon employees. But we also point out that reductions must come from time to time as retail prices diminish, if the book, periodical and printing industries are to hold their own. It is but fair to call for justice all along the line.

The Postal Commission Makes Progress

By Waldon Fawcett

WITH the assembling of the new Congress in special session the Joint Commission on Postal Service has returned to its investigation. While progress has been made in the brief time since the adjournment of the last Congress, there is more importance, perhaps, in surveying the tangible accomplishments that stand to the credit of this constructive body in the year since the creation of the Commission by Congress, April 24, 1920. Already it is apparent that no previous "plant survey" of the postal establishment, not even that by the Hughes Commission, has been productive of findings so definite and conclusive, and there is real assurance of improvement in mail service if Congress will adopt the recommendations which will ultimately be submitted by the probers.

Efficiency Engineers Consulted

Within the past few weeks, the efficiency engineers, to whom the Commission turned over the technical problems involved, have brought in reports. These reports now go to the Post Office experts for a departmental verdict as to the practicability of the "reforms" advocated. Later there will be further reports from the engineers. And in the end, —months or maybe a year hence,—the Postal Commission will submit definite recommendations to Congress covering such new legislation as may be necessary to bring about the promised betterment. The significant fact now is that this postal inventory is proceeding in an orderly manner with none of the symptoms of futility that appear in the ordinary Congressional investigation inspired by political motives.

The fact that efficiency engineers have been called upon to deal with the practical phases of mail handling, dispatch, and transportation augurs well for the sincerity of the present investigation, and the Postal Commission differs from the ordinary Congressional jury because of its advisory council of practical business men. Late last summer the advisory council suggested to the Postal Commission the employment of private firms of experts to make scientific examination of the postal equipment and processes slated for overhaul. In response to an invitation by the Chairman, leading engineering firms in New York, Philadelphia, Boston and Chicago submitted bids for the work. Selection fell upon a New York firm and this organization has since been gathering information at first hand, principally in New York, Brooklyn, and Chicago and contiguous territory.

Not content with observation of the working and handling of the mail in the post-offices of the large cities and at terminals, these efficiency engineers have ridden in railway mail cars; have covered motor-vehicle

routes with the regular drivers in the postal service; have inspected garages; and have gained familiarity at first-hand with the collection of mail in urban districts and the delivery of mail in the congested areas. Just here a few words may be said in explanation of the objective of the Postal Commission, a point on which there has evidently been more or less misconception in the trade, judging from communications that have come to Washington.

Fortunate Lease of Life

Under its mandate from Congress, the Postal Commission is concerning itself solely and exclusively with what might be termed the physical features of the postal establishment—plant equipment, transportation resources, etc., rather than with the phases of administrative policy that concern postal rates, classification of mail matter, etc. By way of illustration, it may be cited that the Postal Commission is not concerned as to the equitability of second-class mail rates, nor the proposition to consolidate the third and fourth classes of mail. Rather is it considering the wisdom of authorizing construction of mail tunnels in large cities, scrutinizing the administration and operation of the space system of transporting mails, investigating the depredations of mail that have recently become so frequent, and making a study in the large cities of the existing and required post-office building facilities.

With this serious task in process it was fortunate that the transition from one Congress to another, which sometimes plays havoc with a Congressional investigation, should have made no disruption of the postal program. It was originally expected that the Commission on Postal Service would be enabled to render its verdict and submit its recommendations not later than March 4 last, but the magnitude of the task rendered this impossible. Accordingly, having expended up to February 1 nearly \$50,000, the Commission secured an extension of its lease of life to allow completion of the work.

Consultant Retained

Only a few vacancies were created on the Commission thru failure of members of Congress to win re-election last November. Senator Charles E. Townsend remains as chairman. A fortunate arrangement is that which retains, in association with the Commission in the capacity of consultant, John C. Koons. When, upon organization of the Postal Commission, the Post Office Department was asked to detail one of its executives to sit with the body as consulting expert, representing the Department, it was eminently fitting that the then First Assistant Postmaster General should be chosen, for Mr. Koons was

not a political appointee but an experienced postal administrator who had risen, step by step, in the service and is intimately familiar with the technicalities of postal routine. With the change in administration Mr. Koons resigned as First Assistant Postmaster General, but in the capacity of Postal Expert he will continue to have the responsibility for maintaining harmonious contact between the Department and the Postal Commission. This is a most essential service.

It has already been revealed, incident to some of the preliminary recommendations of the efficiency engineer, that projects involving changes in postal routine or machinery that may be manifestly desirable in a specific environment may not safely be adopted broadly for all centers of postal industry.

Congress and the Postal Department

That the new administration is in entire sympathy with the purpose and program of the Joint Commission on Postal Service is evidenced by the plan of Postmaster General Hays to bring about more intimate relationship between Congress and the Department. The new head of the Post Office desires to have the Committees on Post Office and Post Roads of the U. S. Senate and House of Representatives occupy jointly, with reference to the Department, a position as nearly as possible analogous to that of the board of directors in any large business. He would have these men who are the authors and censors of postal legislation continually advising the Department as to methods of improvement and operation and taking an active and continuing interest in the service.

Following the same line of thought, the Postmaster General hopes that the Joint Commission on Postal Service will occupy a position analogous to that of the executive committee of the board of directors of a large business, giving even more attention to the business of the Department than the two Congressional committees above mentioned and very definitely participating in the effort to improve and maintain the service. Business men and large mail users have from the inception of the present project acclaimed the idea that an advisory body of representative business men be permanently constituted to have voice in the formulation of postal policies. The Advisory Council to the Postal Commission now comprises John Gribbel, of Philadelphia, Chairman; Charles C. Bancroft of Boston, Union N. Bethel of New York City, Professor M. E. Cooley of Ann Arbor, Mich., T. W. Dwight of Sioux Falls, S. Dak., Albert Holmboe of Crookston, Minn., and Col. I. C. Wade of Cornelia, Ga.

Mail Tunnels

While it is not within the bounds of probability that the Joint Commission on Postal Service will endorse and pass on to Congress all the recommendations as to system and service evolved by the efficiency engineers who have been called in, an enumeration of

some of the recommendations from this source will give an idea of the direction in which the Commission is proceeding. Expedition of the mail and a saving in the cost of handling are the objectives.

In some instances it is proposed to attain ultimate economy by a present liberal expenditure for improved facilities or equipment. Thus there is projected the construction of a tunnel for the transportation of bulk mails between the railway mail terminals and the principal concentration points in New York City. Similarly there is proposed a station at Englewood, Chicago, which is counted upon to expedite one-fourth of the Chicago mail from 3 to 24 hours and to save annually \$60,000 on vehicle service.

As bearing upon one very controversial question, it may be noted that the experts are unanimously in favor of the restoration of pneumatic tube service at the big centers. It is figured that in New York restoration of the tubes will expedite mail from one to four hours, while a corresponding gain would result from use of the existing tunnels, especially for parcel mail. Savings would result, it is insisted, from a reorganization of the mail vehicle service in the large cities,—meaning, of course, that portion of the service which could not be supplanted by use of underground arteries of mail transit. For example, it is stated that \$200,000 a year can be saved in New York by the use of electric trucks and that as much more may be saved on truck service if first class mail be separated from parcel mail. Locked trucks are likewise demanded to discourage robberies and thefts by chauffeurs.

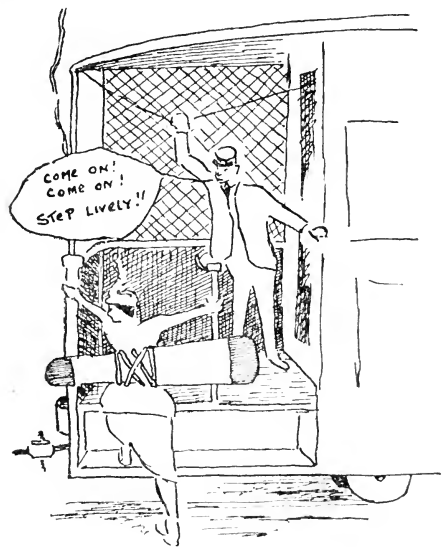
Reason for Slow Down

One outcome of the activities of the Postal Commission that may be confidently counted upon is the termination of working arrangements that have permitted parcel post to enjoy all the advantages of first-class service and that has "slowed down" first-class mail accordingly. An investigation at New York, in behalf of the Commission, has established the fact that first-class mail can be materially quickened if separated from parcel post. Incidentally the swollen proportions of parcel post are in on small measure responsible for the study that the Postal Commission is making of post-office building facilities and requirements. The Department is clamoring for increased floor and platform space for the parcel post, particularly for separate loading platforms where the larger parcels may be segregated from the other mail. Indeed, the Department advocates the establishment at Boston, New York, Chicago, Philadelphia and St. Louis of large assembling depots where not only parcel mail but catalog and circular mail could have the advantage of direct car loading and unloading by means of cars on tracks in the building or adjacent thereto. The Postal Commission is to report on this scheme and likewise on the handling of periodicals and printed matter as freight.

Adventures of a Bookseller

By Ketch

MISS DEBUTANTE was disturbed. An unusual thing had happened to her, a thing that might mean a great deal, or—nothing; and because it was so intangible, so vague, coming as it did in the dead of the night, it disturbed her all the more. All thru breakfast she meditated upon it, but was able to come to no conclusion; yet she was sure that it held some significance, and despite a determined effort to throw the thing off, it persisted in remaining in her thoughts. So at last she put on her hat and cape, and taking the car for town, made her way directly to the Book-store.



SHE TRIED TO GET ABOARD

"Have you such a thing as a dream book?" she enquired of Mr. Ondeck, who was the first person she encountered as she came into the store.

"Yes ma'am," said he, and he fetched several.

She paged thru them, a thoughtful frown upon her brow, but with a sigh finally remarked,

"I thought I should be able to find help in one of these, but I guess not; none of them seems to answer the purpose."

"So?" said Mr. Ondeck. "Perhaps I have misunderstood your request: do you wish a book that will interpret some certain dream, or do you want a book on the general subject of dreams?"

She looked at him appraisingly, and, evidently satisfied with the result, said,

"It is a certain dream that I thought might mean something, and—"

"All dreams mean something," Mr. Ondeck declared with conviction.

"You think so?"

"I am sure of it. I have just finished reading Freud, and he leaves no doubt as to the fact."

"Freud? Who is he?"

"He is one of the few *great* psychologists, and specializes on dream psychology."

"Do you think his book would help me find the meaning of my dream?"

"It should. . . . Would it be possible for you to give me some outline of the dream in question? If I know its nature, I may be able to help you in the choice of a book."

Miss Debutante laughed as she fingered one of the rejected volumes.

"It sounds so silly—really I ought to drop the matter—but I'll tell you anyway."

"Do," said he. "I am an enthusiast on the subject."

"The first impression I have was of myself ironing some handkerchiefs, and I was ironing them in the *drawing-room!* One end of the ironing board was on the grand piano and the other on the back of a Louis XIV chair. After I had finished, I put away the ironing board, and getting on my things, started for the city. I walked over to the car line, and when a car came I attempted to board it; but there was that ironing board fastened to my back and sticking out on either side. After quite a struggle I managed to get on by turning side-ways, and after paying my fare had an awful time getting in the door. Finally I did get in, and started forward down the car; but lo and behold you, there was that ironing board sticking out on either side mowing down the passengers as I proceeded. Everybody was furious and glaring at me by this time, so I apologized, and again started forward, moving side ways, until I reached the side-seats, where I attempted to sit down. The attempt was unsuccessful, so I was forced to stand while all the time there were plenty of vacant seats around me. At last I got out of that wretched car, and walked quickly down the street, but hearing a strange, threatening noise behind me, I glanced back, and the street was full of people that I had mowed down, all mad as hatters. So I turned in a store to escape, but found that the doors were of the revolving kind. In desperation I tried to free myself of that ironing board, but only succeeded in turning it so that it stood straight up and down, instead of sticking out at the sides. So I was able to proceed, but had to walk in a very peculiar and embarrassing manner. Oh how ashamed and vexed I was! And when I waked up that feeling was still with me, and I felt that I must find out what it all meant. Can you see anything in it? Do you think it has a meaning?"

Mr. Ondeck, who had been laughing thruout the recital, now grew sober, and after a thoughtful silence, said,

"Yes. . . Oh yes it has a meaning But I don't know whether I could correctly analyse it. For one thing it is perfectly apparent that your dream is the result of the age old struggle between the domestic versus the social phase of life; the fact of your ironing in the drawing-room would indicate that."

Miss Debutante saw the sense of this, and began to have confidence in this salesman who read Freud and psychology.

"Good," said she, smiling upon him encouragingly. "And that terrible trip to town? How would you analyse that?"

"Perhaps this is the solution—remember, I say *perhaps*: As is the case with all human beings when they take up a social career, they soon find it impossible to proceed without

hurting somebody. That, I should say is what is bothering you; you do not want to cause pain, and yet you find it impossible not to offend somewhere. Is it not so?"

A faint blush began to spread over Miss Debutante's features, and she stammered:

"Ye-es. I'm afraid so."

"The attempt you made to free yourself of the odious board, which resulted in your being forced to walk in an embarrassing manner, shows a disposition on your part to suffer rather than hurt your friends."

"Perhaps. Hmm. I think I shall take the book that you mentioned. The one on psychology. I am going to study it out."

For it had hurt Miss Debutante to have to refuse poor Johnny Newman last night, and she still wondered whether it had been the right thing to do.

Galsworthy Comments On Our Fiction

IN an article called "Browsing" in the April 23 number of *The Literary Review*, John Galsworthy jots down some impressions of the reading done in his recent American holiday. "Why is it," he asks, "that we hear ten times of Frank Norris's 'Octopus' and 'The Pit' to one of his 'McTeague'?" Stronger than either of those other two fine books, 'McTeague' has an elemental reality which puts in it my view among the really great novels. It has Dostoevsky's power, without his spasms." Of "Ethan Frome" he says, "This chief of Mrs. Wharton's works is about as perfect in form as any fiction in the English language. It is a triumph of American atmosphere attained thru Continental workmanship." Praising the work of Hergesheimer, apropos, of reading "San Cristóbal of Habana," of which he says, "a most original piece of work extremely frank and full of the impact of atmosphere on temperament," he continues aside: "Personally, I think 'The Three Black Pennys' his best book as yet, with a sneaking reservation in favor of the strong but rather crude 'Mountain Blood'."

Mr. Galsworthy's praise of "Main Street" introduces a long paragraph on America's lack of trust in its men of letters. Of "Main Street" he says that it is a more detached effort than "Moon-Calf" (tho they ought not to be compared) and a very fine one. It uses the exhaustive method yet interests from page to page and sentence to sentence. It diagnoses at length a disease prevalent not only in America but in England, France, and Germany. It has grip and real vision in the field it surveys. A very important book in whose author, if he can follow it up, America may find a satirical novelist of front rank. It is curious, he continues, how aptly it illustrates what Mr. Mencken suggests is lacking in America. This diagnosis of Mr. Mencken's, Mr. Galsworthy illustrates from his own experience.

"For example, the work of a certain English novelist who had long proved himself to have self-respect was recently placed by his agent for serialization with a popular high-paying American magazine, which, for reasons unknown at the time to the author, had incurred the dislike of some sections of the American people. What happened? At once the insulting cry arose: 'Selling himself for money!' In ignorance of the facts, in ignorance even that the novelist in question has never been dependent on his pen—in the first ten years of his writing life he made under \$500 all told—ignoring his previous record, which might have guaranteed a certain integrity—instantly, automatically, the insult was levelled: 'Sold his soul for money!' Now, this couldn't happen in England, or in France, where the proven author can be published anywhere without exciting comment or surprise; it could only happen in a country which still connects literary success with high prices to such an extent as to create a nervous feeling in the better class of readers that their favorite authors must be 'writing down' or 'writing to order' if published in a high-paying magazine. From the foreign point of view it's laughable. But it's no laughing matter for America. Until America is prepared to believe that proven writers and artists can keep their devotion to their job, in other words, their self-respect, no matter where they happen to be placed or what they happen to be paid, America will never produce what Mr. Mencken suggests is lacking—an atmosphere that stimulates and encourages the artist, a 'caste,' as it were, which naturally trusts writers and gives them credit for the pride they have.

"Mr. Mencken does not, in his diagnostic (tho he has written of it elsewhere, I believe) allude to what perhaps may be the greatest handicap of all to American literature—the absence of a single supreme recognized cultural center. One can hardly conceive of French or English literature without Paris or

London for their nests. No one would, of course, wish to see creative artists in America confining themselves to residence in New York or Boston, in Chicago or San Francisco, or any place to which the spirit does not move them, any more than we should expect Hardy, Hudson, or Conrad to live in London; but it would surely be of the greatest advantage to a National Literature if there were some single chosen meeting-place of ideas, some one center of mutual literary recognition. Paris and London, especially Paris, are really, I think, responsible for that atmosphere of trust in, and encouragement to, the artist which exists in France and England and is absent from America. I believe Mr. Mencken favors Chicago, but, speaking as an alien and as an

ignoramus, I can conceive of no possible literary center for America except Washington. Any other important town would be jealously renounced by the rest of the important towns. But Washington is already a place apart, in competition with none, and has, after all, half a million inhabitants, and, however divorced literature is from politics, there is more than a little reason for their having the same national address. Most American writers will smile at this suggestion, many will laugh out loud, but I am wondering if it will not ultimately adopt itself; and still more, if its adoption would not give American Literature, as a whole, a big shove forward. We shall see, as the man said when he shut his eyes and stepped over the cliff."

Good Book-Making

ONE of the most interesting departments in the London *Mercury*, the English literary magazine which has obtained such a wide sale here, is the department on "Book Production Notes" written by B. H. Newdigate. The April number is given to a discussion of Bruce Rogers, and those who are hopeful of progress in American standards of book-making cannot but be pleased at the attitude toward American bookmaking taking in this article.

"Comparison is often made," he says, "or invited between English and American printing. Let it be granted at once that the best printers in America often give their work a finish more mechanically perfect than do ours. They often show, too, in their methods and in their work a vitality and a sparkle, a spirit of adventure and enterprise, which is apt to be wanting from work done here in England. The British compositor will set his type just in the way he has been taught without much troubling why and without worrying whether there is a better. He is satisfied with the style of the house. The American is less subservient to rule of thumb and less tolerant of tradition. He goes abroad for his ideas. American type-faces—however bad these sometimes are—American printing machinery, and the better specimens of American printing show that at the head or at the back of the printing industry in America are forces which are lacking here in England, altho they sometimes reach these shores with their strength much spent.

"One of the most beneficent of these forces is the influence of Bruce Rogers, who by the quality of his work must rank as the greatest of living American printers. Mr. Rogers has never had a printing office of his own. For the first ten years or so of this century he was associated with the Riverside Press at Cambridge, Massachusetts, in producing a number of editions which delight by their grace and charm even more than they astonish by the variety and versatility which they show in their shapes and style and printing. Last year a set of these editions

was bought by the Trustees of the British Museum, and by the wise direction of the Keeper of Printed Books they are kept together as a collection, and so may be studied by anyone who cares about fine printing.

"We may appreciate better the practical value of this collection as examples of modern book-production if we remember that these are not the issues of any private press, whose owner has the privilege of printing such fine books as please him with a happy disregard both of cost-sheets and a market. They were printed for sale, and had to contribute to the printer's livelihood and the publisher's profits. Mr. Rogers holds a position between that of the owner of a private press and the commercial printer. His work is a proof that the gap which divides them may be bridged more easily than is sometimes thought. He might perhaps have done finer work had he been his own master. He would not have done so much, nor is it likely that his work would have shown such astonishing variety, if he had not enjoyed the wholehearted encouragement and support from the heads of the printing and publishing firms who were so fortunate as to be able to command his services."

Such comment would have been a great satisfaction to the late Mr. Miffin, whose unflagging support to Mr. Rogers in his experimental typographical work at the Riverside Press made that great series of books possible. Probably his private comment on the remark "that these books were printed to contribute to the publisher's profits" would be that most of the balance was on the debit side, but that it was a publishing effort in which the firm can take permanent pride is unquestionable.

Miss Edna Cooke, who made the illustrations for Mrs. Ewing's stories which Duffield published last year, has made a most interesting set of pictures for G. W. Dasent's "East o' the Sun and West o' the Moon," which has been reprinted by David McKay. There are eight illustrations printed in four colors in the series, and one of these is used for the front

cover. The book also has attractive end papers and makes one of the interesting children's books of the new season.

An illustration of good binding design in a board cover is shown in "Canciones Populares," published by Silver Burdett & Company. The black hand lettering on dull green board with yellow back is striking and pleasing.

Doubleday has shown a high standard of dignified book-making in two of its new spring books, first, in "The Memoirs of Count Witte," a handsome and well-planned octavo, with an excellent two color title page and photogravure frontispiece. The paper and press-work reflect the best quality of American book-making. A great deal of pains has also been taken with the more complicated volume, "The Complete Garden." As with the other book, the title page has been worked out with special care in two colors, this time in light green. The book has a gilt top, an uncommon feature of present-day book-making, and the impression of type on the paper is unusually clear and pleasant to the eye. The book also has bibliographies, glossary and index that add to its value for reference.

Lippincott's reprint with revision of Lewis' "Practical Book of Oriental Rugs" calls attention to the care which has been exercised in the preparation of this series of practical books of home life enrichment. The color plates in this volume are unusually carefully made, and the color and texture of the Oriental rugs beautifully reproduced. There is also a very high standard in the half tones and in the use of line cuts and designs thruout.

A book from Macmillan that will interest the book-trade, both because of its text and book-making, is "The History of the Art of Writing" by William A. Mason, a handsome octavo, fully illustrated, with excellent type page. The illustrations, both in half tones and line cuts, are well reproduced.

A. A. Knopf has made an excellent small octavo of Gilbert M. Tucker's "American English," a book which the requiring a variety of typesetting, has been well worked out.

Frank Shay has devised a most attractive form in which to present new poetry, and his *Salvo Series* has now proceeded to three volumes, each a booklet of approximately 16 or 24 pages, about 7 x 9 in size, with decorated cover. The third volume, recently issued, entitled "This Morning" by Hildegard Flanner, has a cover in black and white, admirably suited to the material and attractive from the display point of view.

Alfred Kreymborg's "Plays for Merry Andrews," has been issued by the Sunwise Turn in a very attractive octavo which reflects the cultivated taste of Mrs. Mowbray-Clarke. The volume is octavo with line page headings and an attractive board binding.

An interesting and decidedly different little volume is "The Island of Elcadar" by Icarus de Plume, published by Marshall Jones Company. The printer has used one of the recent fonts of Bodoni type, and has designed a most attractive title page.

Free Lecture Service

THE Physical Culture Corporation is offering a very unique service in connection with the promotion of their several health books.

This service consists of furnishing booksellers with a series of free lectures on health subjects to be given daily at their stores, each series to cover a period of one week. A specially trained lecturer is supplied in each case, together with attractive circulars announcing the lecturers, for distribution among customers. These circulars, which are in effect an invitation to attend the lectures, giving the time and subject, are instrumental in bringing large numbers of people direct to the book department, which is, of course, good advertising for the store and the department in particular.

The plan has been tested out in several cities and has been found to be very successful, not only in the sale of health books alone, but as a stimulus to book sales in general.

Among the book departments that have used this service to date are:

Macy's, New York City.
Abraham and Straus, Brooklyn, N. Y.
Hahne & Co., Newark, N. J.
Greenwood Book Shop, Wilmington, Del.
Trevor Book Shop, Trenton, N. J.
Denholm & McKay, Worcester, Mass.
G. Fox & Co., Hartford, Conn.
Edwin Malley, New Haven, Conn.
B. Peck Co., Lewiston, Me.
E. C. Nichols Dry Goods Co., Bangor, Me.
J. Franke Pierce Store, Augusta, Me.
Loring, Short & Harmon, Portland, Me.
The Barton, Manchester, N. H.
Phillip Morris & Co., Nashua, N. H.

As evidence of the success of the plan, the Physical Culture Corporation points to the fact that many of the stores in which it has been used, have asked for return dates. Also, that in many of the cities the lecturer has been invited to give special health talks before local clubs and associations of various kinds.

Good Catalog Making

AN indication that publishers look forward to a very active business in children's books this fall is such a carefully planned catalog as Little Brown & Company have just prepared, which they call "Books for Boys and Girl of All Ages." The catalog is arranged in three sections, books for children up to ten years, books for young people ten to fifteen, and books for still older boys and girls, the whole catalog of sixty-four pages being indexed and illustrated with line cuts taken from the books. Each title is fully described and annotated, with line cuts taken from the books, these notes being usually taken from some authoritative journal or library list. The list is printed on an attractive tinted paper with a cover design by Maurice Day.

New York Printing Award

A reduction equivalent to about 12% on the wage scales of several classes of workers in the New York printing establishments has been brought about by the arbitration decision. This reduction goes into effect at the same time that the union shops in New York go onto the 44-hour basis, so that there will be no decrease in printing costs to consumers and as the cost of living has changed by more than 12 per cent the worker is as well off.

The arbitration was begun on April 1st by the Employing Printers' Association under the agreement with the unions that wage scales could be opened up every six months if there had been as much as 5% change in the cost of living or a considerable change in the general conditions of the industry. The compositors and linotypers were not included in this agreement, as their agreements run to October 1st. It affects, however, about 7,000 workers, and the award is retroactive to April 1st, so that there will be payments due from the men to the shops estimated at about \$200,000.

The arbitrators who heard the case were William F. Ogburn, Professor of Economics of Barnard College; Allen T. Burns, Director of the Study of Methods of Americanization connected with the Carnegie Foundation, and Raymond B. Fosdick. The unions were represented by George Soule and Alfred L. Burnheim of the Labor Bureau. The Employing Printers had claimed a need of a reduction of 25%. The case was very carefully and ably argued on both sides, with statistics gathered from various sources. The statistics on the conditions of the industry in the book business were prepared at the office of the National Association of Book Publishers.

The actual reductions given were: pressmen, \$5 a week; assistant pressmen, \$5.50; job pressmen, \$5.50; job feeders, \$4; paper handlers, \$5; paper cutters, \$5.50. The last readjustment of wages in December gave these same unions an increase of from \$3 to \$5 a week, retroactive to October 1st.

"Home Talent Night"

THE April Meeting of the Philadelphia Booksellers' Association was unusually well attended, curiosity as to the "Home Talent" no doubt brought out the crowd. Interesting "movies" showing the relationship between Betty Wales books and Betty Wales dresses were explained by Charles C. Shoemaker of the Penn Publishing Co. Honorable Franklin Ellsworth spoke of his forthcoming book "The Bandwagon." On the regular program were W. H. Allen, who gave several recitations, George Rigby, ventriloquist, a reading from the poems of Edgar Guest by Jim LeGallez. Frank V. McGrath played the banjo with Walter Lewis at the piano. As a wind up there was a spirited three round bout

with honors even between Phil Warner of Leary's and Walter Easton of John Wana-maker's.

Strikes in Paper Mills

IF agreements are not reached by the manufacturers and the men, it is expected that about 35,000 paper workers in the United States and Canada will strike on May 11th. The manufacturers had demanded a 30 per cent cut in wages. More than 1000 workers went out on May 1st in the mills of the International Paper Company, who had an agreement that terminated on that date. A larger number of companies have contracts that do not terminate until May 11th. One small mill in Maine has broken from the manufacturers, and announced that it will continue the old wage scale for another year.

The Bindery Situation in New York

THE Chairman of the Labor Committee of the Employing Binders of New York reports that the plants are now working about 25 per cent of their normal output. These 23 plants in the Association announced an open shop three weeks ago, and at the same time stood out for a 48-hour week and a 10 per cent reduction in wages. The Association is training men, and Mr. D. S. Brassel, Chairman of the Labor Committee, claims that a steady increase in the number at work is being made.

Blackwell's American Agent

BLACKWELL, the well-known English publisher of Oxford, England, has appointed Charles H. Daniels of 214 West 50th Street his American agent. Blackwell's annual volumes of Oxford Poetry, both in the parchment and paper wrappers are obtainable, and the collected volume of Oxford Poetry 1917-19 has been recently issued. Mr. Daniels is also American representative of the *London Mercury* for the United States and Canada, and has been pushing the sale and display of this magazine among bookstores as well as in the periodical trade.

Paper Covered Book Campaign

THE publishers of *Appeal to Reason* at Girard, Kansas, have been carrying special advertising for the sale of paper-covered classics at ten cents apiece in the pages of the New York *Nation*, and their May 4th advertisement claims that this advertising has brought in orders in great quantity. About two hundred books have been put on the list, including all types of uncopyright literature that can be contained in small compass. They have also carried advertising in *Current Opinion*, *Leslie's Magazine*, and one or two daily papers.

An Unusual Advertising Program

LAST season the Rand McNally Company made its first experiment in national advertising to build the reputation of its lines, combining in that campaign its maps and atlases with its children's books. This year it has laid out a program that goes far beyond that effort and has on the children's books alone planned a complete publicity enterprise extending from the spring thru to December.

A large illustrated folder, describing this campaign, has just gone out to the book-trade. The folder with its full colored cover by Robert Riggs is an attractive thing in itself, and the pages give the bookseller a full idea of the extent of what is being undertaken. The schedule for general publicity shows that the special copy that has been prepared is to appear in nine different national mediums, including full pages every other month in the *St. Nicholas*, in the *Youth's Companion*, and in *John Martin's Book*, full pages in every quarterly number of the *Children's Costume Royal*, full pages practically every month in *Little Folks*, and a Christmas drive in the *American Monthly*, *World's Work*, *Review of Reviews* and *Literary Digest*.

The copy for these advertisements has already been planned, and is worth careful study by publishers as well as retailers as being a constructive effort to get over the general idea of books in the home, which has been the thesis of the co-operative Children's Book Week for the last two years. Most of these advertisements have an illustration at the top drawn especially for the purpose by Riggs. One pictures the mother reading "Just Before the Sandman Comes," one a happy father with a child under each arm and a book in his hand, another, two boys digging into some new books they have acquired, others picturing children enjoying books with the heroes of these books in the background.

Besides this, the prospectus shows pictures of last year's successful displays and reproductions of seven posters that will be supplied this year to those who desire them for window or interior. Besides this, there are dealer imprint circulars and smaller cards. The whole program has been carefully knitted together, and, being ready long in advance, will give the retailer an interesting idea of what can be done in popularizing children's books and insuring "more books in the home."

Another Slogan

ONE after another trades and industries have been experimenting with slogans as a means of popularizing their products, and the latest one which comes from the wall paper trade might be made equally applicable to the book business. Its slogan is "Make the Home Walls Smile." There is nothing that will make the home walls look more attractive and interesting than shelves of books; and architects, as well as other home builders, would do well to keep this in mind.

French Books in Demand

IN a recent contest conducted by *Les Annales* in order to discover the most popular ten French novels, dramas, and poems. By popular vote, the first three of each group was:

Novels: "Un Divorce," by Paul Bourget, which had 1265 votes; "Les Désenchantées," by Pierre Loti; and "La Croix de Bois," by Roland Dorgelès.

Dramas: Rostand's "Cyrano de Bergerac," which had 3,475 votes; "Blanchette," by Brieux; "L'Autre Danger," by Donnay.

Poets: The Comtesse de Noailles; Henri de Régnier; François Fabié.



A TRIUMVIRATE OF ENGLISH AND AMERICAN PUBLISHERS

READING FROM LEFT TO RIGHT—SITTING, F. N. DOUBLEDAY, PRESIDENT OF DOUBLEDAY, PAGE & COMPANY, SYDNEY PAWLING, HEAD OF THE HOUSE OF HEINEMANN & COMPANY, LONDON, ENGLAND; STANDING, S. B. GUNDY, HEAD OF OXFORD UNIVERSITY PRESS, TORONTO, CANADA, AND REPRESENTING THE PUBLICATIONS OF DOUBLEDAY, PAGE & COMPANY IN CANADA.

FOLLOWING A PARTNERSHIP ENTERED INTO BETWEEN DOUBLEDAY, PAGE & COMPANY AND HEINEMANN & COMPANY, MR. PAWLING IS NOW IN GARDEN CITY CONFERRING WITH HIS PARTNERS.

With the Horse Marines

"Of course you can't believe everything you hear from the book clerks, but this one comes to us absolutely straight. We refer to the lady who picked up a copy of "Paysages" by Chateaubriand.

"Chateaubriand?" said she, "Oh, I must have that. My son was there."

—KEITH PRESTON in Chicago *Daily News*.

In the Field of Retail Advertising



**WHERE DID YOU GET THAT
IDEA THAT BOYS AND GIRLS
LIKE TO READ ONLY AT
CHRISTMAS TIME?**

They like to read thru the year just the same as you, and when you drop in for your "POST" get Johnny a book—he will appreciate it—and several evenings of discipline will be solved and everybody will be happy.

COME IN

CLARK'S

BOOK STORE

CLARK'S BOOKSTORE AT WALLA WALLA, WASHINGTON, USES NEWSPAPER SPACE REGULARLY IN BUILDING BUSINESS. THIS JANUARY ADVERTISEMENT ARGUES FOR YEAR-ROUND BOOKBUYING

Children's Bookshop Publicity

THE *Chimney Corner* is the name of an attractive 4-page leaflet written especially for the children patrons of the book department of Best, the Fifth Avenue store. It is "published occasionally," edited by "the Bookshop Lady." The shop has built up a most valuable mailing list of its patrons among the children, and it has the dates of all their birthdays. One of the interesting illustrations in this first number of *The Chimney Corner* is a reproduction of one of the pages of the guest book. One small visitor, after putting down his address and birthday, wrote "I would like to stay here and read forever."

A poem by Hilda Conkling has been included with the permission of Stokes & Company, and two other poems from young friends of the shop are included, as well as interesting

shop talk from the editors. The back page is given to a list of books which will give order suggestions to anyone who receives the list. This sort of personal house organ going direct to the children cannot but help to give them a feeling of personal interest in the shop, and the sending out of this number has brought many letters and orders.

Bird Houses and Book Cases

LINKING the display window to something of timely interest in the home or community is coming to be recognized as a good ad for the bookstore and a drawing card to the sale of books. With an eye on the columns of the local paper and an ear alert to affairs of popular interest, the bookseller of today avails himself of every likely opportunity, adapting special community projects to the display possibilities of his window.

Thus, when the school children of a suburban town recently busied themselves by making bird houses in their manual training classes, was it any wonder that an enterprising bookseller got wind of the project? Youthful enthusiasts all over town were telling dad and mamma about their miniature houses, and groups of interested boys on their way to and from school could be heard discussing the merits of particular species, speculating as to just what types of birds would come to inhabit them. It didn't take long for the bookseller to seize his opportunity and make capital use of the idea.

Co-operating with the school authorities, he secured the prize bird houses for an exhibit, displaying those which won first, second and third prizes and those with honorable mention, giving the names of the makers and the schools in which they were made. And in connection with the display he featured the "Burgess Bird Book," Chapman's "What Bird is That?" and several useful little guides to bird study which are adapted to beginner's needs. The window attracted the immediate attention of children; and grown-folks, anxious to see just what Johnny and George had done, stopped to gaze and stayed to buy, knowing that Johnny or George's interest in bird-lore would grow apace if he had one of those charming books from which to learn more of his feathered friends.

The Children's Book Week Committee has been building plans for the fall based on the activities of home and school carpenters. If the boys could be shown how to build book-cases as well as bird houses and the idea should develop into competitions all over the country there could be tens of thousands of bookcases waiting for the collections that would be bound to flow to them.

Many will remember that Thomas Bailey Aldrich in "The Story of a Bad Boy" describes a two shelf book-case that was hung over Tom Bailey's bed. This book-case now hangs in the Portsmouth homestead and Mrs. Aldrich has given the "Book Week" committee permission to reproduce it this fall.



DISPLAY OF THE ST. PAUL PUBLIC LIBRARY IN THE ST. PAUL BOOK AND STATIONERY CO. FOR THE DRIVE WHICH OBTAINED THOUSANDS OF BOOKS FOR HOSPITAL PATIENTS

Unexploited Field for Movies

“THERE is a great almost unexplored field for the movies in fairy tales both ancient and modern, in weird and fantastic poetry, in the prose of writers who let the lightning of truly creative imagination or the rainbows of quaint fancy play upon the borderland between the real and the unreal” says *The Literary Review*. “As diverse writers as Poe, James Stephens, Wells (in his earlier work), Anstey, Coleridge, Barrie, and many others could be named. Much of the world’s greatest literature belongs in the magical, fantastic realm. And the movies could far more easily make us believe in the actuality of an Aladdin’s lamp or Wells’s men in the moon than in the stock characters, stock situations, stock plots, and stock tragedy and comedy for their translations from the literature of ‘real life.’ “We believe the producer of ‘pictures’ might be a veritable Prospero at enchanting many Ferdinands figured as his audience. Certainly there is an Ariel in his service at the wave of whose wand any optical illusion is possible, from the djinn of the ‘Arabian Nights’ taking substance from the spiralling smoke of the fisherman’s jar to the comic possibilities of such a masterpiece of short fiction as H. G. Wells’s ‘The Man Who Could Work Miracles,’ where a greatly imaginative—and profoundly human—fantasy could be set forth with delightful actuality.”

Book Showers for Brides

ONE of the good ideas that has come out of the discussion of the place of books as gifts in the Year Round Bookselling Campaign has been the plan for promoting book showers for brides. Everyone enjoys planning in advance for the fittings of a new home, and there has developed the idea of kitchen showers and linen showers and handkerchief showers, and now comes the excellent suggestion for “book showers.”

Homes that are started with books are apt to become homes with growing libraries, and all too few homes set out with their shelves reasonably well started with book collections. When the friends gather to do advance honor to the bride, they like to bring some little gift not so elaborate as to appear to be a wedding present, and for that reason books fit in admirably, as one can provide a book suitable and valuable for any home library at any price of from one dollar to five dollars.

A pleasant evening’s gathering might leave the bride and groom with twenty or thirty well known books for the shelves that they are to have.

Good Housekeeping magazine with its large circulation, has taken up this idea and is carrying an interesting article on the subject by May Lamberton Becker in its June number.

Twenty-Five Years Ago in Publishers' Weekly

George Munro, publisher of the famous Seaside Library who made a fortune in the publishing of paper covered novels died on April 24th. He was born in Nova Scotia and had given a half million dollars to Dalhousie College, Halifax.

Stone & Kimball move from Chicago to New York, H. S. Kimball having purchased Mr. Stone's interest. A new firm H. S. Stone & Co. is organized in Chicago by Mr. Stone.

George D. Smith moves from 69 Fourth Ave. to 4 East 42nd St., New York.

Crazy! Crazy! oh the New poster fad!

We're all crazy, collectors are going mad, In vain we look for the title on book

That's hid in the green and the red, While the bookseller he no book sales may see, But he sells off the posters instead.

J. A. H. von Frietsche, the German historian, dies in Berlin at the age of 62.

Beatty S. Balestier is brought into court at Brattleboro, Vt., by his brother-in-law, Rudyard Kipling, charged with assault. Kipling has expressed his intention of leaving this country and settling permanently in England.

A new firm of educational publishers, Scott, Foresman & Co., begins business in Chicago.

Leary's buys up the balance of the stock of F. B. Peterson & Bro., publishers, a matter of 165 wagon loads.

L. C. Page assumes the ownership and management of the Joseph Knight business in Boston with Carl F. Page as secretary and George A. Page as treasurer of the company. Mr. Knight assumes charge of the publishing department of Henry T. Coates & Co.

Starting for the Orient

HENRY M. Snyder, representing a group of eleven American publishers, started on May 2nd for his second trip to the Orient. Mr. Snyder, who is well known in the trade for his many years' connection with Dodd, Mead & Company, made the first trip last summer, returning in November, and many good connections were made in various book distributing points. After stopping in Honolulu on the way out, Mr. Snyder expects to reach Japan about the middle of June and to cover, as before, China and Manilla. Mrs. Snyder will travel with him as last year.

The firms whose lines have been carried on these trips are Barse & Hopkins, Dodd, Mead & Co., Inc., Doubleday, Page & Co., Grosset & Dunlap, Harcourt, Brace & Co., Harper & Bros., Houghton Mifflin Co., Alfred A. Knopf, Inc., G. P. Putnam's Sons, Charles Scribner's Sons, Frederick A. Stokes Co.

In the window of the American Tract Society there is a bulletin headed, "The latest fiction," which shows as the first title, "May-fair to Moscow." Page Mrs. Sheridan.

Authors Turn Publishers

SOME young English writers have formed themselves into a co-operative society for the printing and publishing of books. Members will be their own craftsmen and will produce their own work themselves in their own communal work-shops, without recourse to paid and irresponsible labor. The purpose of the society is not so much to escape from the thrall of the publishers as to devise a method of publication which, whilst capable of distributing such books as may reach a larger public, also makes possible the issue at normal prices of books whose artistic quality warrants such issue, irrespective of financial considerations or rewards. To such good purpose, the society proposes to rely on Reputation rather than Publicity, to dispense with agents and travelers, to limit advertisements and to eschew expensive bindings.

Already it has a name: "The Golden Cockerel Press," and actually is going at Waltham St. Lawrence, in Berkshire. Better still, it has issued two books, one in prose and one in verse, both well printed on good heavy paper and bound artistically in cheap covers. Presently it will publish J. D. Beresford's new book, "Signs and Wonders"; and before long it is hoped will gain the practical co-operation of many authors.

House of Poets

A PLAN is on foot to create a national academy or clearing house for poets as well as for those interested in poetry. An institution of somewhat similar plan now exists in London as the House of Song, which belongs to the Poet Laureate, altho he does not live there. Poets from all parts of the empire gather for instruction, lectures, advice, and reading. The name of the American house has been chosen tentatively as the "House of the Poets." The plan is receiving indorsement from many widely separated parts of the country. The committee, of which Robert Mackay is the acting chairman, reports among many people interested in the enterprise Ralph Waldo Trine, Henry van Dyke, Zona Gale, Don Marquis, Mrs. Corinne Roosevelt Robinson, Henry Irving Dodge, Blanche Shoemaker Wagstaff, and George M. Judd.

First Edition of the "Divine Comedy"

THE London *Book-Post* tells us that, according to an article by Signor Pompeo Molmenti in the *Emporium*, it has only just been established that Emiliano Orfini of Spolento printed the first edition of Dante's "Divine Comedy." He was a goldsmith and engraver, but became interested in the arts of printing and engraving. In Cologne he became acquainted with John Numeister, a pupil of Gutenberg's, and entered into partnership with him.

An Uncorrected Galley

SEX LIBRIS

Hail to our party of new Literati!
 Reading's no longer considered a pose;
 All of the locals so recently yokels
 Now are conversant with Classical Prose.

Young Cognoscenti in batches of twenty
 Discourse on Juvenal, Ovid, and Swift;
 And many a vulture for Physical Culture
 Buys Contes Drolatiques for his girl, as a gift.

Flappers can babble a fragment from Rabelais,
 Clinking the spoons in their sundaes the while;
 Then turn the grammar on like the Decameron,
 But with a charmingly intimate style.

Helens and Sonias gurgle Petronius,
 Shun Snappy Stories, and movies avoid;
 If they are jealous read Havelock Ellis,
 Or else a convenient translation of Freud.

When little Mary Ann asks the Librarian
 For a new author, she questions if he
 Isn't a lewder man than Hermann Sudermann,
 Otherwise she wouldn't read him you see.
 MORTON HOYT, *The Literary Review*.

An author is seldom a hero to his proof-reader.
 —Life.

COBWEBBY STUFF

"The idea for these verses entered my head when a mere child."
 "Ah, aged in the wood."

SUBTITLES AND ALL

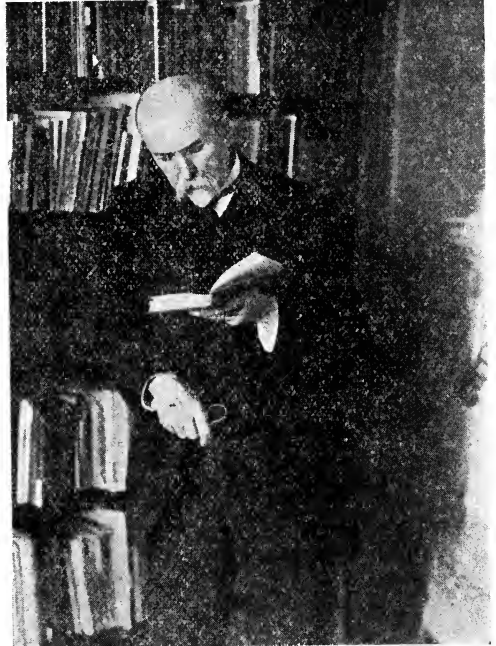
Marcella—You say Bennie Beanborough is conceited?
 Waverly—I should say so. Just now he is engaged in rewriting Lincoln's Gettysburg Address for the movies.
 —*Youngstown Telegram*.

"IT HAPPENED IN THE BOOK DEPARTMENT"

Her soft fur coat was rare and rich,
 Her jewels were impressive,
 She stood within the Fiction Niche
 And lifted eyes expressive.
 "I'd like," she said, "a book that's deep,
 That's good, yet will not bore us;
 You see," she smiled, "I've read a heap—
 Oh, everything by Norris,
 And most of Robert Chambers' too!
 His works are so inspiring,
 Perhaps he's written somehow new?"
 The salesgirl sighed, admiring
 The soft fur coat so rich and rare,
 The brilliance of each crusted ring,
 And with her gentlest, sweetest air,
 Sold her, "We Can't Have Everything."
 M. B. H.
The Bi-Weekly Gill-O-gram.

Methodist Book Concern Ap- pointments

DR. JOHN H. RACE has been elected publishing agent for the Methodist Book Concern, with administration over the New York and Cincinnati offices. Dr. Race was formerly in charge of the Cincinnati office. Robert H. Hughes, formerly in charge of the Chicago office, will remain in Chicago and have administrative direction over Chicago and other depositories. There is no successor to Dr. Edwin R. Graham, recently deceased, as general head of all publishing and bookstores.



THOMAS MASARYK OF CZECHO-SLOVAKIA

Books in Fine Favor

THE public press continues to give evidence that the place of the book is not being forgotten by those in high places. In one week's journals we discover that the future King and Queen of Rumania pose for their picture with a background of library shelves. The President of the Czecho-Slovakia Republic is found reading a book in his library. The new republic has promptly applied for membership in the Berne Convention for the protection of literary property. President Masaryk is brother-in-law to Frederick Leyboldt, founder of PUBLISHERS' WEEKLY.
 And best of all, the dispatches from Washington on the day that President Harding delivered his first message to Congress state that Woodrow Wilson spent the morning reviewing and shelving his library. "Mr. Wilson," it says, "walked from shelf to shelf, from book pile to book pile to get just the order desired, but if a ladder was to be mounted, Mrs. Wilson or one of the servants did that."

Book Promotion by Aeroplane

THE two-day postal service between New York and San Francisco was used to good advantage by Grosset & Dunlap on April 7th when they wished to get details of the big Zane Grey Week into the hands of their representative, Desmond FitzGerald, at San Francisco at short notice. This material, which left New York Thursday, reached him safely on Saturday, enabling him to begin the publicity program for the first of June immediately.

The Marconigram reproduced below shows that aeroplane deliveries are used to speed up European book distribution.

| MARCONIGRAM | | | |
|--|----------------------------------|--|----------------------------|
| DIRECT WIRELESS COMMUNICATION WITH NORTH AMERICA, &c | | | |
| Office of Origin <i>Paris</i> | Date Received <i>7/26 - A</i> | <div style="border: 1px solid black; padding: 2px; display: inline-block;"> MARCONI'S WIRELESS TELEGRAPH CO. LTD. - 1 FEB 1921 14, PRINCE STREET, E.C.4 </div> | |
| Sender's Telephone No. <i>1730</i> | Time of Day <i>12</i> | | |
| Via Marconigram | | No. of Words <i>17</i> | No. of Pages <i>133</i> |
| TRANSMITTED TO WIRELESS SYSTEM AT 7.35 P | | | |

Century London

Send by aeroplane upon receipt bookellers mediterranean to brentanos paris ifout stock could you collect

English Paper Trade.

REPORTS in the English printing trade papers and other business periodicals are reporting a slump in business conditions that has as yet had no relief. The paper mills are still idle, and the outlet at low ebb. Printers are now in a worse state than they were at the beginning of the year, and unemployment widespread. Wood pulp agents and merchants are having little demand and appear to have little confidence in an early revival of business. Paper conditions in the last of February show super-calendar paper selling at from 6 $\frac{3}{4}$ d to 7 $\frac{1}{4}$ d a pound, and about the same figure on wove and laid book paper.

From Scotland comes the report that the printing trade is in the worst condition that it has ever experienced. Some of the bigger firms which have been running on short time have had to pay off workers for the first time in their history. In Edinburgh the situation is aggravated by a depreciation in the publishing trade.

"Book Prices Current"

THE new volume (34) of "Book Prices Current" (1920) contains the final portion of the Huth Library, the Britwell Court Library, books from the collection of J. A. de Thou, Mr. Buxton Forman's library, MSS. and printed books belonging to Lord Mostyn and many others.

As usual the book is carefully edited, and there is no increase in the price.

When Bradford Helped Franklin

BEN FRANKLIN in memory and in effigy was much in evidence in the daily history of the metropolis during the week of April 25-30. The annual convention of the American Newspaper Publishers Association took place at the Waldorf-Astoria, the yearly exhibition of the Printing and allied crafts was given at the Twelfth Regiment Armory, and incidentally, the statue of Franklin en route from Baltimore to its destination in Connecticut passed thru the town arousing the interest and receiving the admiration of the City's crowd. Coincident with these events of a "Franklin" week a tribute was paid to the memory of William Bradford on April 29th when wreaths were placed on his tomb in Trinity church yard, in recognition of his help to Franklin when he started as a youth to make his way in the world.

The story is that Franklin met William Bradford for the first time in this city in 1723. Franklin was then 17 years old and had recently run away from his brother's employ in Boston. In his autobiography, Franklin says of the incident:

"I offered my services to the printer in the place, old Mr. Bradford, who had been the first printer in Pennsylvania, but had removed from thence upon the quarrel of George Keith. He could give me no employment, having little to do and help enough already, but says he, 'My son at Philadelphia, has lately lost his principal hand, Aquila Rose, by death, if you go thither I believe he may employ you.'"

Franklin immediately set out for Philadelphia and on his arrival there he tells of his reception by Andrew Bradford.

"I found in the shop the old man, his father, whom I had seen at New York and who, traveling on horseback, had got to Philadelphia before me. He introduced me to his son, who received me very civilly, gave me a breakfast, but told me he did not at present want a hand, being lately supplied with one, but there was another printer in town, lately set up, one Keimer, who, perhaps, might employ me; if not, I should be welcome to lodge at his house and he would give me a little work to do now and then till fuller business should offer."

William Bradford went with young Franklin to Keimer's printing shop, and Franklin was employed. The kind reception afforded to him by both the elder Bradford and his son, Benjamin Franklin never forgot.

Sale of Conard Editions

DURING the war, while Colonel W. A. Collins and Sir Godfrey P. Collins, M.P., were in France, they noticed and admired the little Conard editions which attained such a large circulation in all the Continental countries except Germany and Austria, during the war rivaling the famous Tauchnitz Copyright Edition. They found that Monsieur Conard was having a hard time to keep the system going. They conceived the idea of taking over the collection for patriotic reasons and in the interests of the authors, so purchased the Collection. They had the assurance of the English novelists thru their agents of their unanimous support. The books will now be printed and bound at the firm's factories in Glasgow. It has been found that Brussels will be the best distributing center for Continental operations.

It may be mentioned that, during the present spring months, novels by the following writers will be published: Maurice Hewlett, J. D. Beresford, Archibald Marshall, J. C. Snaith, Lucas Malet, Mrs. Humphry Ward, Rose Macaulay, May Sinclair, Marjorie Bowen, Katherine Tynan, and A. & E. Castle.

Paper Box Prices

THE lowering of cost in the price of the material that has gone into paper boxes has caused a recession that will be of material help to publishers of books in preparing for the next fall season. The paper box industry has gone thru heavy liquidation, and reports seem to indicate that it has now reached the place where there are no further reductions to be expected in the cost of material used. The present demands have been very light, as so many manufacturers have ceased to use boxes in places where they had planned for them previously, and this lack of demand has, together with lower cost of materials, brought the present situation.

Edition Binding

THERE is one pressure that has been put on the publishers during the last two years, probably necessitated by binding shop crowding, which ought to be alleviated with the present change in conditions. The binders were insistent that small runs on new books could not be considered and either refused the binding orders or made increased prices for short runs that rendered small orders impractical. This made it necessary for the book publishers to issue editions larger than their best judgment warranted, with the consequent increase in investment and the risk of carrying over bound stock that could just as well have been carried in sheets. As competitive conditions enter into the binding field again, there will probably be an easing of this situation, and a solution of the question of the storage of sheet stock.

Key to Atlases.

THE Library of Congress has just issued thru the Government Printing Office a list of geographical atlases with bibliographical notes, compiled under the direction of Philip E. Phillips, Chief of the Division of Maps. This is volume 4 of the complete work, of which volume 1, published in 1909, contained the titles of 3265 items; volume 2 an author list and index; and volume three, 822 more titles. The new volume 4 covers all atlases received by the Library of Congress from 1914 down to the present date, 1237 more titles.

This set now gives a most valuable key to atlases, past and present, and, because of its complete indexing and accurate notes, it can be used in tracing any atlas on any known region, whether of the farthest antarctic or the smallest American county.

Many of the items in this new volume include rare maps and atlases that have only recently been obtained by the Library, and at the same time the list will give a valuable key to the publications of the present makers of maps. In the author list under Rand, McNally will be found three pages of atlases, accurately indicating the various names that they have used on the successive editions and the dates of publications. The same is true of the long list of C. S. Hammond & Company, and other well known makers. This volume, or the complete set, form a valuable reference work for the large bookstore or library.

A Literary Revival

AN interesting article in the London *Nation* calls to mind that it is not only schools of literature that have their centenaries but apparently the more commonplace books have their cycle of interest. It has been pointed out recently in many articles and library reports that there has been an unusual increase in the demand for the practical and technical book.

With this in mind it is interesting to follow the London *Nation* into a review of some of the titles that were most prominent in English bookselling one hundred years ago: "The Art of Money-Getting" was to be had for half a crown; "The Art of Dyeing" and handbooks on Anatomy, Shorthand, Confectionery and Perspective. These popular books were not confined to any special branch of knowledge, but ranged over the whole cosmos. There were pamphlets on "Detecting Copper in Pickles or Green Tea," on "Preparing Parchments for Painting." There were articles on "How to Varnish Harps and Dulcimers in the Indian Manner," and "How to Make Birch Wine, Apricot Wine, and twenty other kinds," to say nothing of Dr. Stoughton's Elixir and General Turlington's Balsam.

Apparently some of these all-embracing recipe books were preparing the way for many of the household decorative arts that disfigured the Victorian era.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

A Birthday Record

Mrs. Maude Harris, who formerly assisted Miss Gertrude Andrus in the children's book department of Frederick & Nelson in Seattle, has been with J. K. Gill & Company in Portland, Oregon, since fall, taking charge of their children's department.

One of Mrs. Harris' plans has been to interview every youngster that comes in as to his likes and dislikes in books and as to his present possessions, and all this information is entered in a card index. When the birthday arrives, the boy or girl will find in the morning mail a note of congratulation from his friend, Mrs. Harris, who asks among other things whether his mother has read to him a new story, which is mentioned by title. The recipient cannot help feeling that he has a real interest in that bookstore and proceeds at once to launch a campaign to persuade mother to increase the library by at least one addition.

Firm of Women Booksellers

A RECENT number of the *English Book-Post* described an interesting firm of women booksellers. It is called "At the Sign of the Sybil" and is situated at 7 Church Street, Kensington. It is managed by two sisters, Mrs. Glover and her half-sister Miss Banks. The shop has several attractive and unusual features. It makes a point of procuring new books within twenty-four hours. Its chief business is in second-hand books. One of the notable finds of the shop were some juveniles discovered in Yorkshire, with good wood-cuts and folding frontispieces. These proved very alluring to American customers, and some of these juveniles have found their way to the New York Public Library. A rule of the shop is "No Profiteering."

Mrs. Glover was a pioneer in the establishment of libraries for factory girls who, wont to read nothing but penny novelettes, at first looked with scorn on the innovation. But libraries open in the lunch hour soon proved alluring, and girls formerly incapable of half-an-hour's concentration soon learned eagerly to devour novels of three-volume length.

There were, of course, some amusing experiences. "Give me a bad book!" was the demand of a young lady in search of literature for her forewoman. The startled librarian did her best, but the Rhoda Broughton she finally produced was received with the still more startling remark: "She said that if you had nothing else she would like 'Dombey and Son.'" It came out eventually that any book not definitely "goody-goody" was rated as "bad."

The same spirit prompted a girl to reject "Shirley" because on opening it she had noticed the word "heaven." Her curiosity, how-

ever, was cunningly stimulated, and the book withheld till she was determined to read it, and became a Brontë enthusiast.

Women's Book Association

AT the meeting of the Women's National Book Association on April 21, at The Children's Book Shop, 5 West 47th Street, the speakers of the evening were: Mrs. Elizabeth Sears, of the National Federation of Business and Professional Women and Mrs. Estelle Guillemont, one of the officers of the Women's Security Corporation. Mrs. Sears, the first speaker, in telling something of the work of the Federation of Business and Professional Women, said that the organization consisted of between four hundred and fifty and five hundred business women's clubs in every state in the Union except one, this means from seventy-five to eighty-five thousand members altho the association is only two years old. Its official organ is *The Independent Woman*, a magazine which pays for itself, and which has increased its circulation this last year six hundred per cent. The purpose of the association is the co-operation of business women. "In the old days," said Mrs. Sears, "women thought that they should not do anything that they could inveigle men into doing. Woman is entitled to tackle any job she is qualified to fill. The Business and Professional Women were the first to tack on that qualification. The other organizations do all they can to promote the welfare of all women. We don't want to be uplifted. The Business and Professional Women say: 'Qualify for your job.' We take the sex stuff out of business because if she qualifies she is entitled to any job on her merit." Mrs. Sears spoke briefly of the local organization, The League of Business and Professional Women.

Mrs. Guillemont told of the purpose of the Women's Security Corporation, explained that it was a company to sell stock in women's enterprises. She recommended to women starting in business that they arrange to have the business incorporated. The process of incorporation she did not go into, referring her hearers to an article in the current number of *The Independent Woman* on incorporating your own business by Miss Laddie. For a woman to incorporate her business and sell stock is a much more sensible and efficient method of procedure than for her to borrow money to get started. The person who buys her stock helps her and himself if he has confidence in her ability and integrity. The Women's Security Corporation besides promoting and selling the stock draws up papers, equips the enterprise properly. And tho the plan is not a plan for lending money, the corporation hopes some day to loan small sums to women for business enterprises.

Among the Publishers

A Week's Gleanings of Book-trade News

UNLESS STRIKES prevent, H. G. Wells' new book, "The Salvaging of Civilization," will be published by Macmillan, May 12th.

THE CAMBRIDGE Literary Prize has gone to Jessie L. Weston's "Romance, Vision, and Satire" (Houghton Mifflin) by unanimous decision of the Council of the British Academy of Literature.

JOHN BUCHAN has written another book, in which, Abraham Lincoln is the hero. It is to be called "The Path of the King," and will trace into Lincoln the evolution of various types of the centuries.

EDWARD STREETER, of whose "Dere Mable" wartime books about a million copies were sold, is the author of a Tarkingtonian book about boys for grown-ups. The title is "Beany-Gangleshanks and the Cub," which will be published by Putnam in the autumn.

THE MARSHALL JONES COMPANY of Boston published May 1st "The Public Refuses to Pay," the series of editorials on the railroad and building problems which has been running recently in the Boston *Herald*. There will be an edition in pamphlet form at a nominal price.

HAVING FINISHED the proofreading of his new novel, "The Wasted Generation," Owen Johnson is spending the spring abroad and has recently visited Rome, where his father, Robert Underwood Johnson, is the American Ambassador. "The Wasted Generation" will be published in September by Little, Brown & Company.

CARROLL MCCOMAS, Miss Lulu Bett, in the stage version of Zona Gale's novel, is the heiress to the entire fortune of her late fiancée, H. J. Flannery, son of the "Vanadium King." Mr. Flannery's death occurred just at the time of the New York opening of the play. The story of "Miss Lulu Bett" might be described as that of a modern Cinderella and that a Cinderella-like surprise has come to her stage interpreter is an interesting case of coincidence.

AN ANTHOLOGY of one-act modern plays will be published by Harcourt, Brace & Company: "One-Act Plays by Modern Authors," compiled by Helen Louise Cohen. The book contains the text of sixteen plays by such authors as Booth Tarkington, Percy Mackaye, Lady Gregory, Lord Dunsany, Maurice Maeterlinck, John Galsworthy, etc. Miss Cohen has written an introduction giving a short discussion on the workmanship of the one-act play.

SINCLAIR LEWIS and Mrs. Lewis will be in New York for a month and a half after May first. Then they sail for England.

P. J. KENEDY & SONS announce the publication of "Henry Edward Manning" by Shane Leslie, author of that fascinating volume of chat, "The End of a Chapter."

MR. LANSING's "Peace Negotiations" (Houghton Mifflin) will soon appear in French under the imprint of Pavot. The Deutsche Gesellschaft are bringing out the German edition.

THE SEQUEL to Jeffery Farnol's romance, "Black Bartlemy's Treasure," will be published in October by Little, Brown. It is to be called "Martin Conisby's Vengeance."

LIPPINCOTT will soon publish "The Thing From The Lake," the last novel of Eleanor M. Ingraham, who died suddenly at the home of her parents on March 22. She was the author of "From The Car Behind," "The Unafraid," etc.

FLOYD W. PARSONS, who conducts the "Everybody's Business" department in the *Saturday Evening Post* and whose important book "American Business Methods" has just been published by Putnams, will be a speaker at the Atlantic City Convention of the American Booksellers on May 10th.

TO INSURE the preservation of James Huneker's working library of books and music, his friends and admirers have opened subscriptions to a fund with which to buy the collection and present it to the New York Public Library.

DOUBLEDAY, PAGE has decided to open a department of Spanish books, to be conducted under the management of Harriet V. Wishnieff, recently returned from Spain. They have been named the representatives in this country of the leading Spanish publishers and will carry in stock a complete line of their publications. They already have in stock more than 11,000 volumes, and expect to greatly increase this number.

Martin Anderson Nexö's monumental novel, "Ditte Menneskebarn" will furnish still another volume, at least, in the American translation. The first volume published here included the first two volumes of the original under the title "Ditte, Girl Alive!" (Holt). The next, to appear this fall, may include all the remaining Danish volumes, or the fifth and final Danish volume may be reserved for separate publication.

Changes in Prices

D. APPLETON & CO.

The Sailor's Log, listed in the Publishers' Weekly of April 16, as increased in price from \$1.50 to \$4.00, should have been listed as increased from \$3.50 to \$4.00.

Obituary Notes

ALBERT BROCKHAUS, oldest partner of the firm of F. A. Brockhaus, died recently at Leipzig, sixty-six years old. He became a member of the great publishing house in 1881. Apart from developing the technical side of the publishing business, as is seen in the deservedly famous *Lexikon*, he was an enthusiastic collector of Japanese prints on which he wrote "Versuch einer Geschichte der japanischen Schnitzkunst." His brother, Fritz Brockhaus, is now the sole surviving member of the original firm.

George Newnes, Limited

IT is an open secret that George Newnes, Limited, and C. Arthur Pearson, Limited, have been working in close association since 1913. Last year it became necessary to extend and improve the printing facilities required by both companies. With that object, the Newnes and Pearson Printing Company, Limited, was formed.

The directors of both companies have decided on still closer association. It is, however, thought desirable to maintain the individuality of each company. The proposal is, therefore, to pool and divide the profits in certain proportions, and to establish a joint Board of Control made up of representatives of each directorate.

An agreement provides that for a period of 50 years the joint profits of the two businesses shall be pooled and divided between the two companies in the proportion of 58 per cent thereof to George Newnes, Limited, and 42 per cent to C. Arthur Pearson, Limited.

Postal News

PURSUANT to the provisions of the Universal Postal Convention of Madrid, this department has fixed the rate of postage applicable to printed matter in relief for the use of the blind at 1 cent for each weight of 500 grams (18 ounces) or fraction of 500 grams, effective May 10, 1921.

Sale of Novels in Cinemas

AT the annual meeting of the National Federation of Retail Newsagents and Book sellers (London Branch) the following resolution was passed:—

"That the Federation General Secretary be requested to seek an interview with the Federation of Wholesale Newsagents with the object of coming to an arrangement with the Associated Booksellers, together with our members, not to stock novels of those publishers who supply cinemas direct."

Periodical Notes

The *London Mercury* is now represented by Charles H. Daniels as sole agent for the United States and Canada for subscriptions and the sale of copies. He will send specimen copies and terms to dealers interested. His address is 214 West 50th Street, New York City.

HAVING accepted a position in the diplomatic service of the United States, George Harvey, conformably to the regulations of the State Department, will be wholly dissociated from the direction of *The North American Review* from the date of the forthcoming number. During his absence, the *Review* will be conducted upon the same lines as heretofore by his associates in its management since 1915.

Personal Notes

JOHN BLACK, advertising manager and publicity director for Charles Scribner's Sons will resign his post on June 1st. Mr. Black intends to devote himself exclusively to literary work, and will spend the coming summer at the MacDowell colony, Peterborough, N. H., writing a novel.

MRS. H. M. COZZENS, formerly with the Pilgrim's Book Shop, has gone to take charge of The Bookshop, at Lexington Avenue and 52nd Street.

SAMUEL ROSENTHAL, formerly with Putnam's Bookshop, New York, is now with Stewart & Kidd Co., Cincinnati.

JOSE JUAN TABLADA, the Mexican poet, has an interesting book-shop at Thirty-third Street and Madison Avenue called "The Library of the Latins."

Business Notes

BUFFALO, N. Y.—Aries Book Shop is a new concern at 116 Delaware Avenue, under the management of Spencer Kellogg, Jr.

LONDON.—W. Collins, Sons & Co. are opening Continental offices at 9 Rue des Hironnelles, Bruxelles, Belgium.

NEW YORK CITY.—The Encyclopedia Press has removed to 119 East 57th Street.

NEW YORK CITY.—Standard Book Company, formerly at 225 Fifth Avenue, has moved to 118-20 East 25th Street.

NEW YORK CITY.—The Brann Publishers have increased their capital stock to \$150,000.

NEW YORK CITY.—The Drama Book-shop moved on April 25 from 7 East Forty-second Street to 29 West Forty-seventh Street. The new quarters provide very much larger space and facilities.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Ayre, A. L.

The theory and design of British ship-building; il. by 85 diagrams. 182 p. O n. d. [N. Y., Van Nostrand] \$2.50 n.

Banville, Théodore Faullain de, and Coppée, François i. e. François Edouard Joachim

Gringoire [by first author] and Le luthier de Crémone [by second author]; ed. with intro., notes, and vocabulary by Aaron Schaffer. 22+191 p. S [c. '21] N. Y., Holt 80 c.

Barnard, Florence

The prosperity book. 2d ed. 130 p. S '20 c. Bost., Small, Maynard pap. 50 c.

Basden, George Thomas

Among the Ibos of Nigeria, an account of the curious and interesting habits, customs, and beliefs of a little known African people by one who has for many years lived amongst them on close and intimate terms; with 37 il. and a map. 315 p. O '21 Phil., Lippincott \$5 n.

Battle, John Rome

A handbook of industrial oil engineering. v. 1. Lubrication and industrial oil section. 1131 p. il. diagrs. maps O c. '20 Phil., Lippincott \$10

Beaufront, L. D.

Complete manual of Ido. 194 p. D '19 [N. Y., Pitman] pap. \$2

Elementary grammar of Ido. 24 p. D '18 [N. Y., Pitman] pap. 25 c.

Bogue, Benjamin Nathaniel

Stammering; its cause and cure. 279 p. front. D c. Indianapolis, Author \$3

Bottomley, Gordon

King Lear's wife; and other plays. 222 p. O '21 Bost., Small, Maynard pap. \$3.50 bxd.

Bradbury, F.

Flax-culture and preparation. 154 p. il. O '20 [N. Y., Pitman] \$3.50

Brazier, Marion Howard [Marion Howard, pseud.]

Stage and screen. 130 p. il. pls. pors. O Bost. [Author], Trinity Court \$3 n.

Written from the viewpoint of a theatre-goer since the middle sixties. Among the chapters are: "The Boston Museum," "Big Moments," "Charlotte Cushman," "Stock Companies," "Screen Characters," etc.

Briggs, Thomas H., and others

Junior high school English; Book 2 for the eighth grade. 13+421 p. col. front. il. D (Junior high school Eng. ser.) c. '21 Bost., Ginn \$1.20

Britton, Wilton Everett

Check-list of the insects of Connecticut. 397 p. O (State geolog. and natural hist. survey bull. no. 31) '20 Hartford, Conn., [State Librarian] pap. \$1.50

Abbott, Henry

The chief engineer. 70 p. il. S [N. Y., Henry Abbott, 30 Church St.] (priv. pr.)

Arnold, Reuben R.

Workmen's compensation law of Georgia, with a complete analysis and an explanation of the changes made in the Georgia laws regulating the liability of the employer to employee for personal injuries and death, by Reuben R. Arnold. 51 p. O [c. '20] Atlanta, Ga., Harrison Co. \$2

Bandler, Samuel Wyllis

The endocrines. 8+486 p. O '20 Phil., Saunders \$7 n.

Belknap, Henry Wyckoff

Historic Salem; points of interest. 8 p. il. map O n. d. [Salem, Mass., Essex Inst.] pap.

Blackburn, William Elmer

"October," and other word pictures, taken from

every day work. 43 p. front. (por.) O [c. '20] Herington, Kan., Herington Sun pap. \$1

Blue book (The) of the Hampshire breed; a Hampshire directory and year book. il. pors. O '20 c. Peoria, Ill., Hampshire Directory and Year Book Co. \$10

Bogardus, Emory Stephen

The technique of preparing social science papers. 2d ed. 36 p. D [c. '21] Los Angeles, Cal., Southern Cal. Sociological Soc., Univ. of Southern Cal. pap. 30 c.

Bridgham, Gladys Ruth

Golden hope; a play for girls in two acts. 41 p. D c. Phil., Penn. Pub. Co. pap. 35 c.

Brown, Margaret Wright, comp.

Mending and repair of books. 4th ed., rev. by Gertrude Stiles. 7-23 p. D (Library handbooks) '21 Chic., A. L. A. pap. 25 c.

Buckley, Albert Coulson

The basis of psychiatry (psychobiological medicine); a guide to the study of mental disorders for students and practitioners. 79 illustrations. 12+447 p. col. front. il. O [c. '20] Phil., Lippincott \$7 n.

Carroll, Lewis, pseud [Charles Lutwidge Dodgson]

Alice's adventures in Wonderland. 192 p. il. D '20 Bost., Small, Maynard \$1.75

Carter, Huntley

Spiritualism: its present day meaning; a symposium. 287 p. il. O '20 Phil., Lippincott \$3.75 n.

Cisin, Harry G.

Modern marine engineering. Pt. 1, The fire room. 216 p. il. D '21 N. Y., Van Nostrand \$3

Clare, John

Poems; chiefly from manuscript. 255 p. por. O '21 N. Y., Putnam \$3.75

Comstock, Byron H.

The log of the Devil Dog; and other verses. 61 p. por. D [c. '20] [Portage, Wis., Author] \$1.25

Consolidated tables of bond values, pocket

ed., showing net returns from 2.90 to 15 per cent on bonds and other redeemable securities paying interest semi-annually at the rates per annum of 3, 3½, 4, 4¼, 4½, 4¾, 5, 5¼, 5½, 6, 6½, 7, 7½, and 8; maturing from 6 months to 50 years progressing semi-annually, and from 55 to 100 years; computed and compiled by Financial Pub. Co.; with tables showing the net return from stocks and other irredeemable securities; also interest tables showing interest on \$1000, on basis of both 360 days and 365 days to the year. 751 p. S [c. '21] Bost., Financial Pub. Co. leath. \$13

David, Albert A., D.D.

Life unto God. 64 p. nar. S N. Y., Macmillan '20 80 c.

Burrows, Edith Maie

Behind the rain curtain; a play for children. 16 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Our Motherland; a patriotic pageant play in eight episodes. 33 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Chapin, Howard Millar

Dogs in early New England. 11 p. il. O '20 Providence, R. I. [H. M. Chapin] pap. 75 c.

Chase, Joseph Cummings

A course in free hand drawing and design in twelve lessons. 12 pts. il. diags. D N. Y., Clode (not for sale)

Cicero, Marcus Tullius

De divinatione, liber primus, pt. 1; with commentary by Arthur Stanley Pease. 168 p. Q (Univ. of Ill. studies in language and literature) [c. '21] Urbana, Ill., Univ. of Ill. pap. \$1.50

Clements, Guy L.

A deal in ducks; a play in three acts. 68 p. D c. Atchison, Kan., J. R. Hellener & Co. pap. 35 c.

Cleveland Trust Co.

A quarter of a century of banking service, 1895-1920, no paging ports. O [c. '20] Cleveland, O., Author pap. gratis

Davidson, N. J.

Modern travel; a record of exploration, travel, adventure and sport in all parts of the world during the last forty years, derived from personal accounts of the travellers. 320 p. il. maps O '21 Phil., Lippincott \$5 n.

Dawson, S. S.

Accounting. 279 p. il. O n. d. [N. Y., Pitman] \$4

Delatte, Abbot

The rule of St. Benedict. 508 p. Q '21 N. Y., Benziger \$7 n.

Devas, Rev. Dominic

Life of St. Leonard of Port Maurice (1676-1751). 123 p. il. D '21 N. Y., Benziger \$1.75 n.

Dewey, Melvil

Abridged decimal classification and relative index for libraries, clippings, notes, etc. 3d ed., rev. 184 p. O '21 c. '94-'21 Lake Placid, N. Y., Forest Press, Lake Placid Club \$3.25

Dickson, A. C.

The mica mines and prospectors' guide. 8+50 p. il. D '21 N. Y., Spon & Chamberlain \$1.75

Diemer, Hugo

Industrial organization and management. 15+291 p. figs. pls. fold. charts O '21 c. '18 Chic., La Salle Extension Univ. \$3

Gives information on types of organization, locating an industry, buying, time and motion study, employment problems, etc.

Dionysius of Alexandria, Saint, Called the Great

Dionysius the Areopagite on the divine names and the mystical theology, by C. E. Rolt. 8+223 p. D (Translations of Christian literature, ser. 1, Greek Texts) '20 N. Y., Macmillan \$2.75

Dowd, Quincy L.

Funeral management and costs; a world-survey of burial and cremation. 295 p. D [c. '21] Chic., Univ. of Chic. Press \$3 n.

Corporation trust company

The Corporation trust company's 1913-1921 income tax service. Q '20 c. N. Y., Corp. Trust Co. \$25

Curtis, Leslie Curtis

Voltage wave analysis with indicating instruments. 26 p. il. O (Univ. of Wash. Engineering Experiment Station bull. no. 8) '20 Seattle, Wash., Engineering Experiment Station, Univ. of Wash. pap. 50 c.

Daniels, Joseph

The coking industry of the Pacific Northwest. 33 p. il. O (Univ. of Wash. Engineering Experiment Station Bull. no. 9) '20 Seattle, Wash., Univ. of Wash. pap. 60 c.

Diller, Joseph Silas

Talc and soapstone in 1919; [reprint of]. Mineral resources of the U. S., 1919—Pt. 2, p. 265-268. Apr. 14, 1921. 4 p. O '21 Wash., D. C., Gov. Pr. Off. pap. gratis

Dowsett, Harry Melville

Wireless telegraphy and telephony, first principles, present practice and testing. 31+331 p. il. diags. O '20 c. N. Y., Wireless Press \$3.50 n.

Downie, James R.

Chemists' manual of nonferrous alloys. 5+168 p. il. O '21 N. Y., Spon & Chamberlain \$4

Dumbleton, J. E.

Principles and practice of aerial navigation. 176 p. il. fold. pls. O '20 N. Y., Van Nostrand \$4

Duncan-Jones, C. M.

Little drake; and other stories; adapted; il. by R. J. Williams. 9+51 p. col. front. pls. D (Old tales for young children) [n. d.] N. Y., Macmillan bds. 80 c.

Dunkley, W. G.

A primer of trigonometry for engineers. 171 p. il. D '20 [N. Y., Pitman] \$2.10

Earp, Edwin Lee

Rural social organization. 144 p. D [c. '21] N. Y. and Cin., Abingdon Press \$1 n.

Author is professor of theology, Drew Theological Seminary. Gives data on rural economic organization principles, rural social organizations, the social function of the rural church, etc.

Educational (The) red book; 1921 ed.; a buyers' guide for school superintendents, secretaries and members of Boards of Education. 306 p. O n. d. Albany, N. Y., C. F. Williams & Son, Inc., 36 Beaver St. \$1

Ellis, Carleton, and Meigs, Joseph V.

Gasolines and other motor fuels. 728 p. il. fold. pls. O '21 N. Y., Van Nostrand \$10

Ellis, Julian

Fame and failure; being the story of some unprofitable lives. 305 p. il. O '20 Phil., Lipincott \$3.75 n.

Enfantin, Barthélemy Prosper

Life eternal; post—present—future; tr. by

Fred Rothwell. 8+138 p. por. O '20 Chic., Open Court Pub. Co. \$1.60

Philosophical and moral reflections of one of the founders of French socialism.

Ensall, Robert

The technical chemist pocketbook. 8+196 p. il. S '21 N. Y., Spon & Chamberlain \$3

Fitzpatrick, Rev. John

The song of Lourdes. 202 p. D '21 N. Y., Benziger \$1.75 n.

Fletcher, F. Morley

Wood-block printing; a description of the craft of woodcutting and colour printing based on the Japanese practice; with drawings and il. by the author and A. W. Seaby; also collotype reproductions of various examples of printing, and an original print designed and cut by the author, printed by hand on Japanese paper. 23+132 p. D (Artistic crafts ser.) [n. d.] N. Y., Pitman \$3.50

Fournon, Lucien, and Broussard, James F.

Pour parler français; with conversation, grammar reviews, drills, and composition. 8+288 p. il. D (Heath's modern language ser.) [c. '21] N. Y., Heath \$1.52

Fox, Genevieve

When labor goes to school; the story of the workers' educational movement. '21 N. Y., Womans Press pap. 25 c. n.

Fyfe, Charles F. A.

Steamship coefficients, speeds and powers. 14+399 p. pls. S '21 N. Y., Spon & Chamberlain \$7.50

Gardner, Edmund Garratt

The national idea in Italian literature. 52 p. D (Manchester Univ. lectures, no. 22) '21 N. Y., Longmans, Green \$1.50

Doyle, Edwin Adams

War pieces. 20 p. front. O '20 c. Winchester, O. School Journal pap. 50 c.

Duff, Arthur Melville

The multiplicandum calculator and wage scale; a complete series of tables showing at a glance the results of multiplying any number 1/10 to 200 by any number 1/4 to 150, and small fractions both ways; for the computing of wages and piece work, calculating of material and surfaces, extending of invoices, proving of bills, figuring of freight, stock books, etc.; 416 schedules. 127 p. F '20 c. Bost., A. M. Duff

Dunton, Edith Kellogg [Margaret Warde, pseud.]

Is your name Smith?; a comedy in one act. 33 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Engelhardt, Charles Anthony [in religion zephyrin]
San Diego Mission. 358 p. maps por. facsms. O (Missions and missionaries of Cal., new ser.) '20 c. San Francisco, Cal., James H. Barry Co. \$3

Ferrin, Wesley Whitfield

The Ferrin everyday account book for the pocket, to accompany "The Ferrin Money Making Account Book." no paging T n. d. N. Y., Independent Corp'n, 119 W. 40th St. bds. 50 c.

The Ferrin money making account book and family budget. no paging tabs. obl. O '19 N. Y., Independent Corp. bds. \$2

The Ferrin inventory and fire insurance record. n. p. O n. d. N. Y., Independent Corp. pap. 50 c.

The Ferrin investment and insurance register. n. p. D n. d. N. Y., Independent Corp. pap. 50 c.

The Ferrin kitchen calendar, to accompany "The Ferrin money making account book." no paging T n. d. N. Y., Independent Corp. pap. 50 c.

Personal finance course; simple instructions and advice on how to manage your household and personal finances. Bk. 1, Buying the home; Bk. 2, How to manage a savings bank account; Bk. 3, How to manage a checking account, How to borrow from a bank; Bk. 4, How to care for valuable papers, Postal savings; Bk. 5, How to invest your money; Bk. 6, Life insurance, Household accounts; Bk. 7, Payment of taxes, Educating the children. S [c. '20] [N. Y., Independent Corp.] pap. ea. 50 c.

Garoutte, Endora

Study outline of California history. 15 p. O '20 Sacramento, Cal. [State Librarian] pap. gratis

Good Housekeeping Institute, New York

Good housekeeping's book of recipes and household discoveries, every recipe actually tested and approved by the Department of cookery of Good Housekeeping Institute. 4+216 p. front. D [c. '20] N. Y., Good Housekeeping Mag. (given to subscribers under certain conditions)

Gramet, Charles

Biology review book, including regent's and college entrance examination questions. 94 p. il. diags. O [c. '20] N. Y. [Globe Bk. Co.] pap. 67 c.

Gee, George P.

Recovering precious metals. 8+380 p. il. O '21 N. Y., Spon & Chamberlain \$6

Ghosh, Sarath Kumar

Jungle folk. v. 1 and 2. 190; 208 p. il. Q '20 Bost., Small, Maynard \$1.25

Harrison, Earl Stanley

Negocios con la America Espanola. 4+108 p. D (Gregg modern language ser.) [c. '21] N. Y., Gregg Pub. Co. 88 c.

Hawkins, Kenneth

Beekeeping in the South; a handbook on seasons, methods and honey flora of the fifteen southern states. 120 p. il. D [c. '20] Hamilton, Ill., Amer. Bee Journal \$1.25

Author was formerly Special Agent in Bee Culture, U. S. Dept. of Agriculture, in fifteen southern states.

Hawks, Christian J.

Storage batteries; a handbook on the storage battery for practical men. 157 p. figs. O [c. '20] Minneapolis, Minn., W. H. Dunwoody Industrial Institute \$2

Heard, William H., and others, comps.

The doctrine and discipline of the A. M. E. Church. 27th rev. ed. 519 p. T '20 c. Phil., A. M. E. Book Concern \$1

Henderson, I. F., and Henderson, W. D.

A dictionary of scientific terms; pronunciation, derivation, and definition of terms in biology, botany, zoology, anatomy, cytology, embryology, physiology. 362 p. O '20 N. Y., Van Nostrand \$4.50

Henderson, John

Medicine for nurses. 263 p. charts D N. Y., Longmans \$3

Herbert, Charles

The young pilgrims. 144 p. pls. (4 col.) Q '20 c. Phil., Lippincott \$1.75

Griffith, Helen Sherman

The ladies strike. 22 p. D c. Phil., Penn Pub. Co. pap. 25 c.

"Guest, Gilbert," pseud. [Sister Mary Angela]

Daisy, or, a flower of the tenements of little old New York. 236 p. D [c. '21] Omaha, Neb. [Author, 15th and Castellar Sts.] \$1

Snapshots by the way. 205 p. D [c. '21] Omaha, Neb. [Author] \$1

Gullford, Everard L.

Select extracts illustrating sports and pastimes in the middle ages. 64 p. D (Texts for students, no. 23) '20 [N. Y., Macmillan] pap. 65 c.

Habirshaw Electric Cable Co.

Habirshaw manual of wires and cables. 172 p. il. D [c. '20] Yonkers, N. Y., Habirshaw Electric Cable Co. leath. gratis

Hawkins, Norval Abiel

The selling process; a handbook of salesmanship principles. 6th ed. 11-314 p. front. (por.) charts D c. '20 Detroit, Mich., N. A. Hawkins, 318 Majestic Bldg. \$3.50

Hill, George Francis

Coins and medals. 62 p. D (Helps for students of history, no. 36) '20 N. Y., Macmillan pap. 60 c.

Huelson, Walter A.

Selecting and saving tomato seed. 26 p. figs. O (Agricultural Experiment Station bull. no. 250) n. d. Lafayette, Ind., Purdue Univ. Agricultural Experiment Sta. pap.

Hogan, Rev. Stanislaus

Mother of divine grace. 174 p. D '21 N. Y., Benziger \$2 n.

Hosie, Sir Alexander

On the trail of the opium poppy. 600 p. il. pls. maps O '21 Bost., Small, Maynard \$6.50

Hyde, Lillian S.

The great stories of the Greeks. 233 p. il. Q '20 Bost., Small, Maynard \$1.25

Isaacson, Charles David

Face to face with great musicians; first group; introd. by Leopold Godowsky. 17+247 p. D c. N. Y., Appleton \$1.75 n.

Articles on Beethoven, Mendelssohn, Gluck, Grandos, Sullivan, Verdi, etc., etc.

Jipson, Laurence Henry

Jared Ingersoll; a study of American loyalism in relation to British colonial government. 432 p. O (Yale historical pub. miscellany 8) '20 New Haven, Ct., Yale Univ. \$3.50

Joelson, F. S.

The Tanganyika territory (formerly German East Africa); characteristics and potentialities; with 17 il. and a map. 256 p. pls. '21 N. Y., Appleton \$5

Considers the manners and problems of life in this tropical manditory, as well as the physical and economic features.

Juliana of Norwich

Meditations on the litany of the sacred heart of Jesus. 39 p. T '21 N. Y., Benziger 50 c. n.

Jung, V. A.

Middle-sized dictionary of the English and Bohemian languages (English-Bohemian part only). 1122 p. D '21 Milwaukee, Wis., C. N. Caspar Co. hf. leath. \$4.50

Griffith, Helen Sherman

The ladies strike. 22 p. D c. Phil., Penn Pub. Co. pap. 25 c.

"Guest, Gilbert," pseud. [Sister Mary Angela]

Daisy, or, a flower of the tenements of little old New York. 236 p. D [c. '21] Omaha, Neb. [Author, 15th and Castellar Sts.] \$1

Snapshots by the way. 205 p. D [c. '21] Omaha, Neb. [Author] \$1

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Select extracts illustrating sports and pastimes in the middle ages. 64 p. D (Texts for students, no. 23) '20 [N. Y., Macmillan] pap. 65 c.

Habirshaw Electric Cable Co.

Habirshaw manual of wires and cables. 172 p. il. D [c. '20] Yonkers, N. Y., Habirshaw Electric Cable Co. leath. gratis

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Coins and medals. 62 p. D (Helps for students of history, no. 36) '20 N. Y., Macmillan pap. 60 c.

Huelson, Walter A.

Selecting and saving tomato seed. 26 p. figs. O (Agricultural Experiment Station bull. no. 250) n. d. Lafayette, Ind., Purdue Univ. Agricultural Experiment Sta. pap.

Houghtaling, Charles E., comp.

Houghtaling's new revised handbook of useful information. 224 p. T [c. '20] Albany, N. Y. [Author, 496 Broadway] pap. 25 c.

Hoyer, Raymond A., comp.

Games for play institutes, conducted by Recreation Committee, Community Council, Louisville, Ky. 28 p. O [n. d.] Louisville, Ky., Community Council pap. 35 c.

Hull, Ernest R.

A practical philosophy of life; facts, principles, actions. 257 p. D n. d. N. Y., P. J. Kenedy & Sons pap. 45 c.

Jenison, H. A. C.

Manganese and manganiferous ores in 1919. [reprint of] Mineral resources in the United States, 1919-pt. 1, p. 93-148. 148 p. O '21 Wash., D. C., Gov. Pr. Off. pap. gratis

Jillson, Willard Rose

The oil and gas resources of Kentucky; a geological review of the past development and the present status of the industry in each of the one hundred and twenty counties of the commonwealth; 2d ed., il. with one hundred photographs, maps and diags. 16+630 p. O (Kentucky Geolog. Survey, ser. 5, bull. 1) '20 Frankfort, Ky., Kentucky Geological Survey. 25 c.

Kansas farmer and Mail and breeze directory of Sedgwick County, Kansas. 314 p. map O [c. '20] Topeka, Kan., Kansas Farmer. \$5

Kingsley, Charles

The heroes. 248 p. il. Q '20 Bost., Small, Maynard \$1.75

Kunz, Anton

Böhmisch-Deutsch and Deutsch-Böhmisches wörterbuch; mit aussprachebezeichnung, new bearbeitet von P. Vasa. [27th ed.] 616 p. D '21 Milwaukee, Wis., C. N. Caspar Co. bds. \$1.80

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Eighth grade reading for the public schools of Missouri; being selections required by the Missouri state course of study, with introductory and explanatory notes and study helps, also with lesson plans and suggestions to teachers and pupils. 375 p. D [c. '20] Bost., Houghton Mifflin \$1

Lee, James, and Lee, Carey

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The new coming of age. [Citizenship pamphlets] '21 N. Y., Womans Press pap. 20 c. n.

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A spur to the reluctant voter. (Citizenship pamphlets) '21 N. Y., Womans Press pap. 20 c. n.

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Industrial injuries and their first aid treatment. 35 p. il. D n. d. [Denver, Col., Denver Chemical Mfg. Co.] bds., gratis

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The cult of content [a play]. 31 p. D '21 c. Bost. Four Seas Co. pap. 50 c.

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The relation of wages to the cost of living in Los Angeles, 1915 to 1920. 10 p. chart O (Sociological monographs, no. 10) '21 Los Angeles, Cal., Southern Cal. Sociological Soc., Univ. of Southern Cal. pap. 15 c.

Lovett, A. L., and Fulton, B. B.

Fruit grower's handbook of apple and pear insects. 71 p. figs. T (Experiment Station cir. 22) '20 Corvallis, Ore., Oregon Agricultural Coll. pap. gratis

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Martinez Sierra, Gregoria, and Benavente, Jacinto

El palacio triste by Gregorio Martinez; Sierra and Ganarse la vida by Jacinto Benavente; ed. with introd., exercises and vocabulary by Medora Loomis Ray. 9+144 p. il. S (International modern language ser.) [c. '14-'21] Bost., Ginn 72 c.

Missale Romanum. 998 p. il. Q '21 N. Y., Benziger various bindings \$10 to \$30 n.

Morgan, J. Pierpont, Library

Cylinders and other ancient Oriental seals in the library of J. Pierpont Morgan; catalogued by William Hayes Ward. 129 p. pls. O (Babylonian records in the library) '20 New Haven, Ct., Yale Univ. bds. 60 c. bxd.

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Rubber, resins, paints and varnishes. 248 p. il. O '21 N. Y., Van Nostrand \$4

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His city girl; a comedy in one act. 27 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Macomber, Alexander, and Brunet, Meade, comps. and eds.

The 56th engineers in the world war; company data furnished by company commanders; platoon rosters by platoon commanders. 105 p. pors. pls. Q '20 c. [Albany, N. Y., Brandow Pr. Co.] pap. gratis

McGlashan, Harry Deyoe

Surface water supply of the Pacific Slope of Southern California; prepared in co-operation with the State of California. 537 p. il. maps O (U. S. Geolog. Survey, water-supply pap. 447) Wash., D. C., Gov. Pr. Off. pap. 65 c.

Maine, State of

Constitution of the state of Maine, together with amendments. 53 p. O '20 Augusta, Me., Maine State Library \$1; pap. 50 c.

Medical Protective Co.

The legal responsibility for sponges or other foreign substance in connection with physician and surgeon liability. 141 p. O '20 c. Ft. Wayne, Ind., Medical Protective Co. pap. gratis

Mellon, Thomas

Army "Y" diary. 8+37 p. pl. por. D [c. '20] Pittsburgh, Pa. [Author] pap. 75 c.

Memorial service for Hon. William H. Cuddebank, Hon. Edward K. Emery, Hon. Herbert P. Bissell; held in part IV, City and County Hall, Buffalo, N. Y., Dec. 18, 1919. 15 p. O n. d. Buffalo, N. Y., Lawyers' Club pap. gratis

Mourek, E. V.

Dictionary, Bohemian-English part. Enl. ed. 1126 p. D '21 Milwaukee, Wis., C. N. Caspar Co. \$3

Nicholson, R. T.

Mechanical devices for the typewriter. 80 p. il. pls. Q '20 [N. Y., Pitman] bds. \$2.50

Ovidius Naso, Publius

A term of Ovid, stories from the Metamorphoses for study and sight reading, by Clarence W. Gleason. 232 p. il. D N. Y., Amer. Bk. Co. \$1.12

Page, W. M.

Pitman's commercial Esperanto. 79 p. D (Pitman's commercial grammar) '20 [N. Y., Pitman] \$1

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A comprehensive account of Cicero's political activities, writings, orations and life, set against the political and social background of Rome.

Pratt, James A.

Elementary machine shop practice; a textbook presenting the elements of the machinists' trade. 320 p. il. O '21 N. Y., Van Nostrand \$2.50

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Poster design; a critical study of the development of the poster in Continental Europe, England and America; new and enl. ed.; il. with 65 reproductions in col. and 150 in monotone. Q ['21] N. Y., George W. Brickor \$10

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The cloister and the hearth; abridged; ed. with introd. and notes by Olive Ely Hart. 12+404 p. por. T (Macmillan's pocket American

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Riddell, Newton N.

Methods of attainment; Riddell lectures on applied psychology and vital christianity. 320 p. por. D [c. '21] Columbus, O., Vital Christianity Union \$1.75 n.

Rivera, Guillermo, and Doyle, Henry Grattan

En España. 10+150 p. il. map D [c. '21] Bost., Silver, Burdett 96 c. n.

A reader for high schools, telling of the journey thru Spain of a father and son.

Rooke, Noel

Hand-loom weaving. 339 p. D (Artistic craft ser.) '20 [N. Y., Pitman] \$3.40

Russell, Alexander

The theory of electric cables. 2d ed. 358 p. il. O '20 N. Y., Van Nostrand \$5

Sadtler, Samuel Schmucker

Chemistry of familiar things. 3d ed., rev. 13+322 p. il. pls. fold. tab. O [c. '20] Phil., Lippincott \$2.50 n.

St. Johnston, Thomas Reginald

The islanders of the Pacific; or The children of the sun; with maps and 32 pages of illustrations. 307 p. pls. O '21 N. Y., Appleton \$6

The late district commissioner of the Lau Islands, Fiji, gives outlines of migrations, native and white, into the Pacific, tells about sun-worship, native superstitions, totem ideas, cannibalism, etc., and describes the ships of the early voyagers.

National Education Association of the United States

Standard library organization and equipment for secondary schools of different sizes. Report of the Committee on Library Organization and Equipment of the National Education Assn. and of the North Central Assn. of Colleges and Secondary Schools, C. C. Certain, chairman. 48 p. O pap. 40 c.

National Foreign Trade Council

Commercial possibilities of the Union of South Africa; a survey of the recent industrial expansion and the mineral and agricultural resources of a market presenting great possibilities for American enterprise. 31 p. map O '21 New York, N. Y. Author, India House, Hanover Sq. pap. gratis

Niven, L. A.

How to succeed with the home orchard. 86 p. il. D [c. '20] Raleigh, N. C., Progressive Farmer pap. \$1.25, with year's subscription to "Progressive Farmer"

Okonite insulated wire and cable handbook. 104 p. il. O [c. '20] [N. Y. Okonite Co.] gratis

Preston, Emily

The voice from space to Emily Preston and Helen Haskell Noyes. 63 p. Q '20 c. N. Y. Irving Press (Priv. pr.)

Putney, Albert Hutchinson

United States constitutional history and law. 599 p. O n. d. N. Y., Central Bk. Co. \$4

Ransome, Frederick Leslie

Quicksilver in 1919; with a supplementary biblio-

graphy by Isabel P. Evans. 4-149+180 p. O (U. S. Geol. Survey. Mineral resources of the U. S., 1919, pt. 1, no. 10) Wash., D. C., Gov. Pr. Off. pap.

Reason (The) why; 19th ed., rev. 32 p. T n. d. [Phil., Christian Life Literature Fund, R. 600, Perry Bldg.] pap. 3 c. \$2 per 100

Rodriguez, Julio J.

Elementos y reglamentos oficiales de los juegos de basket ball y volley ball; introd. por Jess T. Hopkins. 106 p. il. pers. S (Spalding's athletic lib.) c. '20 N. Y., Amer. Sports Pub. Co. pap. 25 c.

Ryan, Francis M., and others

Multiplex radio telegraphy and telephony. 23 p. figs. O (Univ. of Wash. Engineering Experiment Station bull. no. 7) '20 Seattle, Wash., Univ. of Wash., Engineering Experiment Station pap. 50 c.

Sato, Hiroshi

Democracy and the Japanese government; present day political problems in Japan. 97 p. O [c. '20] N. Y. [Lemcke & Buechner] pap. \$2.50

Seaborne, Frederick

The lost New Testament book, restored through spirit agency; professedly a continuation of the Acts of the Apostles down to the death of St. Peter and St. Paul, by Luke, and given to the world by Spirit Theophilus, through the hand of the psychic, Frederick Seaborne. 58 p. D [c. '20] Los Angeles, Cal., Austin Pub. Co. pap. 50 c.

Service, Robert William

Ballads of a Bohemian. 220 p. por. D [c. '21] Newark, N. J., Barse & Hopkins \$1.60 n.; leath. \$2

Simmons, H. E.

Rubber manufacture; the cultivation, chemistry, testing and manufacture of rubber, with sections of reclamation of rubber and the manufacture of rubber substitutes. 156 p. il. Q '21 N. Y., Van Nostrand \$4.50

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Second message of Anne Simon; recorded by Otto T. Simon. O '21 Bost., Badger \$1.75 n.

Sparrow, W. Shaw

The fifth army in March 1918; with introd. by Gen. Sir Hubert Gough and [21] maps by author. 20+333 p. O London, Lane \$6
The second battle of the Somme.

Staples, L. C.

Training for citizenship. (Citizenship pamphlets) '20 N. Y., Womans Press pap. 20 c. n.

Starr, Frederick

Strange neighbors [foreign peoples]. 184 p. il. Q Bost., Small, Maynard \$1.25

Steiner, Theresa R.

Games in song for little folks. 32 p. Q c. N. Y., Barnes pap. 60 c.

Tagore, Sir Rabindranath [Ravindranatha Thakura]

Thought relics. 112 p. O c. N. Y., Macmillan bds. \$2
Spiritualistic messages to a modern civilization.

Terry, C. W.

Practical motor body building in all its branches. 8+340 p. diagrs. pls. O '21 N. Y., Spon & Chamberlain \$5

Schouler, James

A treatise on the law of marriage, divorce, separation and domestic relations. 3 v. 6th ed., by Arthur W. Blakemore. D c. Albany, N. Y., Bender \$3

Some Johanna stories and others by Johanna herself. 85 p. D n. d. [Burlington, Vt., Author] bds. \$1

Spenser, Willard

Carrying out a theory; a comedy in one act. 12 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Springer, Frank

The fossil crinoid genus dolatocrinus and its allies. 78 p. pls. O (Smithsonian Inst., U. S. Nat. Museum bull. 115) '21 Wash., D. C., Gov. Pr. Off.

Stillson, William Charles

The story that Ann Otter told [verse]. 86 p. front. S c. '20 [Cleveland, O., Author, 10208 Euclid Ave.] pap. gratis

Stoll, Lillian

Trying them out. 16 p. D c. Atchison, Kan., J. R. Hellener & Co. pap. 25 c.

Stott, Roscoe Gilmore

The Smiths discover America; the story of Americanization at work. 44 p S [c. '20] Chic., Parlette-Paget Co. pap. 35 c.

Thompson, Alexander Hamilton

Parish history and records. 63 p. D (Helps for students of history, no. 15) '19 N. Y., Macmillan pap. 35 c.

Vaughan, Louisa

Answered or unanswered? miracles of faith in

Vana, John

New pocket dictionary of the Bohemian and English languages. 453 p. D '21 Milwaukee, Wis., C. N. Caspar Co. bds. \$2

van Dyke, Henry

Camp-fires and guide-posts; a book of essays and excursions. 319 p. pls. D '21 c. '20 N. Y., Scribner \$2

Casual pilgrimages and casual bits of philosophy under such titles as "Publicomania," "Firelight views," "Fishing in strange waters," "A bundle of letters," and "On saying good-bye."

Wade, Joseph Henry, and Sylveser, Emma

Third reader; il. by Elizabeth B. Warren. 215 p. D [c. '21] Bost., Ginn & Co. 72 c.

Webster, Hutton

Historical source book. 5+211 p. D [c. '20] N. Y., Heath \$1.60

Wheelwright, William Bond

From paper-mill to pressroom. 101 p. il. O '20 c. Menasha, Wis., G. Banta Pub. bds. \$2

An untechnical treatise on the history of paper-making, constituents of paper, chemical aspects, appraising and testing, etc.

Whitehead, S. E.

Benzol, its recovery, rectification and uses; with an introd. note by Rt. Hon. Lord Moulton. 223 p. il. fold. pls. O '20 N. Y., Van Nostrand \$5

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Fürstenschulen in Germany after the Reformation. 46 p. pls. D [c. '20] [Menasha, Wis., G. Banta Pub. Co.] \$1

A study of the Fürstenschulen, first founded in Saxony but modelled on earlier Klosterschulen in Würtemberg. Shows the practical influence of the Reformation, which was working toward a state system of education.

China [new ed.] 93 p. front. D [c. '20] Phil., Christian Life Literary Fund. bds. \$1; pap. 60 c.

Waldo, Fullerton Leonard

The seashell; a comedy in one act. 19 p. D c. Phil., Penn Pub. Co. pap. 25 c.

Warren, Rev. Louis A.

Souvenir of Lincoln National Park, Hodgenville, Ky. no paging il. O [c. '20] Hodgenville, Ky., Herald Pub. Co. pap. \$1

Weiner, Abraham

Select passages illustrating commercial and diplomatic relations between England and Russia. 76 p. D (Texts for students, no. 17) '20 N. Y., Macmillan pap. 55 c.

Wentworth, Edward Norris, and others

Progressive beef cattle raising. 74 p. il. S '20 c. Chic., Armour's Bureau of Agricultural Research and Economics pap. gratis

White, Eustace E.

Learning to play field hockey, including a plan for the organization of field hockey in colleges and schools by Marie L. Carns. 95 p. il. S (Spalding's "red cover" ser. of athletic handbooks) c. '20 N. Y., Amer. Sports Pub. Co. pap. 25 c.

Wilson, Lester MacLean

Training departments in state normal schools in the United States. 115 p. O '20 Charleston [Ill.] Eastern Ill. State Normal School pap. gratis

Withycombe, Robert, and Potter, Ermine Lawrence

Fattening lambs—shelter versus open lot. 11 p. il. O (State bull. 175) '20 Corvallis, Ore., Ore. Agricultural Coll. Experiment Station pap.

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62 West 45th Street, New York

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Mr. Publicity Man;—

There will be two "special" numbers of the PUBLISHERS' WEEKLY in the month of May:

... THE BOOKSELLERS' CONVENTION NUMBER, May 21.

(This issue will be keenly read thruout the retail trade—by the buyers and the salesforce—because of its special book-selling interest)

SUMMER READING NUMBER, MAY 28

(This issue will have an extensive imprint circulation thru its wide distribution by leading booksellers to their best buying customers)

These are the last "tagged" numbers until next August. Publishers' advertisements should be sent promptly, not later than the 14th and 21st respectively, to ensure proofs before printing.

The Publishers' Weekly

Rare Books, Autographs and Prints

THERE is a growing interest among collectors in the first editions of modern authors with Stevenson, Kipling, Conrad and Whitman leading among the favorites.

Prices for ordinary books continue to sag. Evidently the general second-hand booksellers are buying conservatively or sparingly. Some of them have hard problems of readjustment to solve that makes them conservative.

Part II of Volume I of "The Catalogue of the John Carter Library," of Brown University, which the Merrymount Press is printing, has just been delivered to subscribers. This part carries the work forward from 1570 to 1599 and includes the *Voyages of Hulsius and De Bry*.

The auction sales in this country will continue well into June; in England, as usual, the season will not end before the beginning of August. Some of the most important English sales in recent years have been held in early summer.

The famous collection of Miltoniana made by the late Wynne E. Baxter, of London, will shortly come into the auction room. The collection is said to number 6,000 lots, including first and other editions, translations, manuscripts and books about Milton and to be the finest in existence.

The leadership of Dr. Rosenbach in the American rare book trade was apparent as soon as he returned from his English trip. His cheerful view of the business situation was contagious and had its influence in the very first sale he attended, not alone on the lots for which he competed, but generally all along the line.

A notable selection of lithographs by more than a score of English artists including Paul Nash, Spencer Pryne, William Rothenstein, Charles Shannon, Ethel Gabain and Frank Brangwyn, has been on exhibition at the Brown-Robertson Galleries and will now go on a circuit thru some of the museums and galleries such as the Corcoran at Washington, the Chicago Art Institute and the museum at Cleveland. In conformity with the admirable English custom the catalog states the prices which appear to be very reasonable for these days.

A valuable and extensive library, the property of the late Arthur Brooke of Fenav Hall, Huddersfield, containing 1,575 lots, will be sold at Sotheby's in London during the eight week days beginning May 25 and ending June 3. This collection comprises many valuable illuminated and historical manuscripts, a fine series of incunabula, some printed on vellum; the four Shakespeare Folios; an unusual collection of

the writings of Erasmus, Milton and Sir Thomas More; books relating to Mary Queen of Scots, Charles I and the Stuarts generally; many works of English poetry and literature as well as handsome bound library sets and a notable collection of sporting books and works on natural history. This is generally regarded as one of the most important English sales of the season.

The sale of several consignments, including letters, manuscripts and drawings of Robert Fulton and other rare Americana, at the Anderson Galleries, April 26 and 27, realized \$7,883.95. Fulton's manuscript "On Submarine Navigation and Attack," 40 pp. Sept. 3, 1806, with one pencil drawing with additions on the same subject, brought \$460; manuscript "Notes on the Practice of Torpedoes," 10 pp. 4to, \$155; A. L. S. to Dr. Thornton, 7 pp. 4to, May 9, 1809, a long and interesting letter regarding his steamboat invention, \$112.50. Considering the important character of this Fulton material the prices were low. A collection of 89 numbers of the *Maryland Gazette*, Annapolis, 1764-67, an excessively rare Colonial newspaper and the first to appear in the auction room for years brought \$110; a set of the Valentine "Manuals" of New York, 1841-70 with the continuation by Henry Collins Brown, 1916-19, with index, 32 vols., \$305; Peters's "General History of Connecticut," London, 1781, first edition, \$90; D. S. by President Washington, March 3, 1797, granting a pardon to ten men who were to be executed for high treason, \$160; and Wood's "New England's Prospect," London, 1634, excessively rare first editions with the correct map, \$700.

The current catalog of Maggs Brothers of London entitled "Bibliotheca Incunabularium," admirably demonstrates the range and quantity of the rarities now coming into the market. This catalog contains 324 pages and 744 lots with many illustrations and elaborate scholarly notes. An effort has been made to offer collectors a choice of incunables from as many presses as possible. There are eleven specimens from English presses; fifty-two from French provincial presses; four leaves from the famous Block Book of the Apocalypse of St. John; a fragment of the earliest known European type printing, the Gutenberg Donatus; the only known Xylographic Letter of Indulgence; many books of the greatest rarity from the early German presses. a number of them in original monastic bindings of oak boards covered with stamped pigskin or leather, over four hundred Italian incunables, many being "editiones principes" of the Latin and Greek classics. There are also seventy-five Spanish incunables from the towns of Barcelona, Burgos, Huete, Lerida, Montserrat, Sevilla, Pamplona, Salamanca, Saragossa, Toledo, Valencia, Valladolid and Zamora. This Spanish collection is unrivalled by any in

private hands and it is said that it is unequalled by any of the great libraries except the National Libraries of Madrid and Lisbon, the British Museum and Library of the Hispanic Society of this city.

Part VI consisting of selections from the Arbury Library and other purchases in London and Paris of the late George D. Smith was sold at the Anderson Galleries April 28 and 29 by order of his estate. There was a fair attendance of collectors and dealers and prices were firm, the 402 lots bringing \$22,581.75. Some of the rarer items and the prices which they brought were the following: original manuscript of Robert Burns's "The Bonnie Moor-Hen," a hunting song, one page small folio, \$400; five autograph letters of Lord Byron, 1808-11, in regard to his early life and literary work, \$400; Robert Browning's "Men and Women," 2 vols., small 4to, Hammersmith, 1908, one of twelve volumes printed on vellum by the Doves Press, \$130; John Evelyn's "Sculptura; or, the History and Art of Chaleography and Engraving on Copper," etc., London, 1662, first edition, \$235; John Fletcher's "The Woman Hater," London, 1607, extremely rare first edition, \$700; Handel's autograph Will, June 1, 1750, with four codicils signed by the composer, \$650; Dr. Samuel Johnson's manuscript of a prayer composed by him, a lock of his hair, two autograph letters and a handpainted miniature on ivory, \$610; George Meredith's "Poems," London, 1851, with the autograph of the author on the title, \$100; Thomas Middleton's "The Familie of Love," London, 1608, \$270, and "The Inner-Temple Masque," London, 1619, \$325; "The Taming of a Shrew," London, 1607, the original source of Shakespeare's play of similar name which appeared in the folio of 1623, \$1,400; "Pericles," London, 1609, fourth edition of this doubtful Shakespearean play, \$400; Shakespeare's "Love's Labour Lost," London, 1631, rare second edition, \$700; Shelley's A. L. S. addressed to his publisher Ollier, being his defence of "Laon and Cythna" afterwards called "The Revolt of Islam," 7 pp. 4to, December 11, 1817, \$845; John Taylor's "The Complaint of Christmas," London, 1631, the only known copy, \$785; Thackeray's Mrs. Perkins's Ball," 1847, first edition with autograph letter and original drawing inserted, \$315; a collection of nine of Whittington's Grammatical Tracts, bound in one volume, red morocco, London, v. d. printed by John Scolar, \$645. Many of the rarest lots were bought by Dr. Rosenbach who returned from Europe just in time to attend the sale.

F. M. H.

Auction Calendar

Monday, Tuesday and Wednesday afternoons, May 9th, 10th and 11th, at 2:30. The sporting library of William Brewster of New York City, with a rare offering of original manuscripts and letters of Edgar Allen Poe. (Items 767.) The Anderson Galleries, 489 Park Avenue, New York.

Catalogs Received

Books for the collector, connoisseur, and book-lover. English literature, chiefly of the 19th and 20th century, including many first editions. (No. 412; Items 950.) Francis Edwards, 83, High Street, Marulbone, London, W. 1, England.
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Babcock Genealogy, by Stephen Babcock.

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- Field's History of the Atlantic Telegraph, N. Y., 1866.
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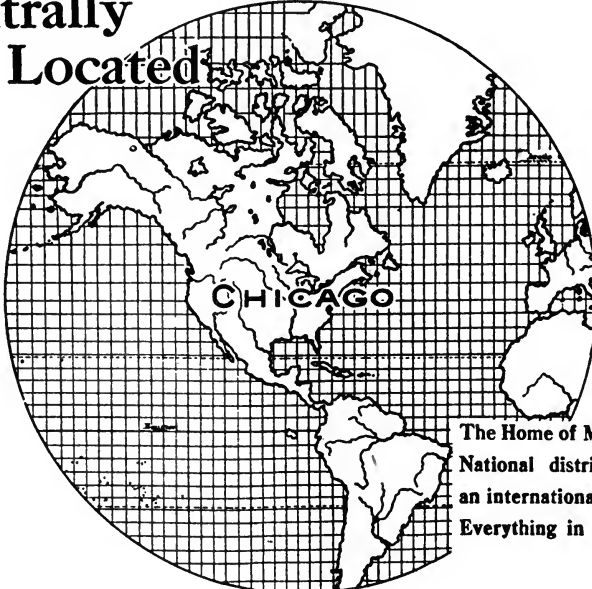
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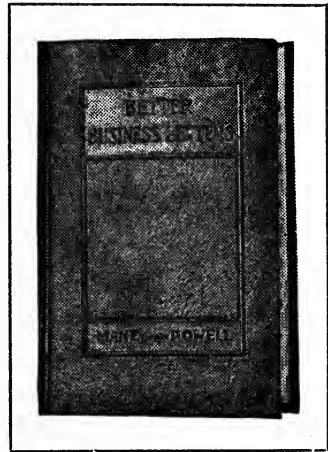
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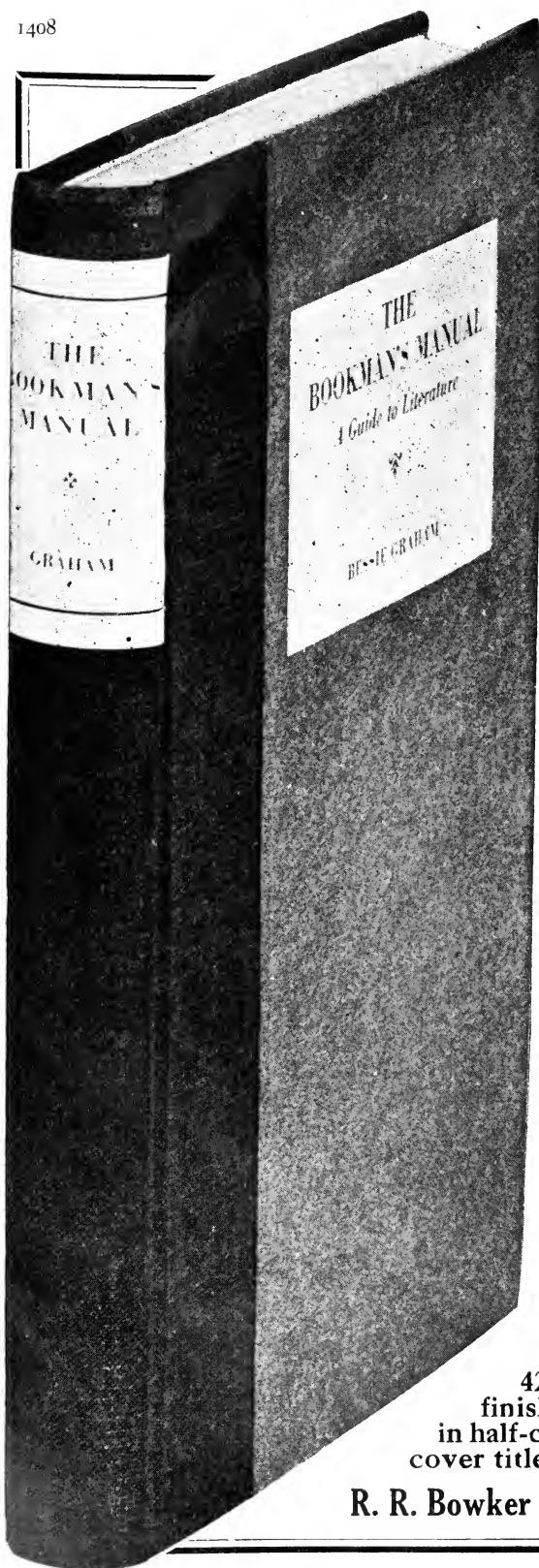
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

May 14, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Will Fall Book Prices Be Lower?

FOR a period of a year the question of the estimation of purchases and buying policies has been the very vital problem of both manufacturers and retailers, and with the heavy fall season now only a few months away it has been necessary for all to weigh carefully general conditions and specific conditions in order to be amply ready for the season and yet not to misjudge what that season will be like. This condition makes the following letter, which has recently been sent out to Indiana booksellers by Charles A. Penzel, a book and stationery dealer in Muncie, Indiana, of particular interest:

To Fellow Booksellers of Indiana:

"It just occurred to me that if the booksellers would hesitate in giving orders for fall books and bibles until about the last of August or the first of September we would get the publishers in a frame of mind to give us lower prices which the public will expect this fall.

"The manufacturer of bibles increased the price of their bibles last December and as paper, leather, cloth, and in fact, everything that goes into the bible is less than it was, of course they will argue that they have material on hand that they contracted for at a higher price and are still using it, but they forget that they had material on hand at a low price when they advanced prices and from which they profited handsomely. Now they are entitled to reduce prices even if they are manufacturing from higher priced material.

"Booksellers will be at a disadvantage with the public this fall if they have to sell at the same price or a little higher. Every other line of merchandise has taken a decline and the public will expect it of us. You can look back a few months and remember what happened when the public refused to buy clothing and shoes at the high price, the manufacturers got busy and reduced their prices so the retailers could reduce theirs

"This letter is being sent to one bookseller in each county seat in Indiana and if you will get in touch with the other booksellers, have them cooperate, we can greatly benefit ourselves, at least, we will not be any worse off.

"If you have any comments or suggestions, please let me hear from you."

"Yours very truly,
CHARLES A. PENZEL.

"Muncie, Indiana."

A trade paper such as the PUBLISHERS' WEEKLY has for one of its most important functions gathering and printing the facts that will enable retailers to judge of their buying policy, and, as conditions have changed and fluctuated, it has been its aim to take especial pains in bringing all information possible to the front. If the deductions made from the facts on book price conditions as we have collected them seem different from the opinion of Mr. Penzel, that there is to-day an artificial level of prices, our opinion is not given with any intention of artificially stimulating retailers' buying, but with realization that some advance estimates must be made in the spring if business is to proceed in the fall.

The prices of books, generally speaking, reached the level now shown some six months ago. Both publishers and retailers have closely watched conditions since, and the question now is whether these general levels will still obtain during the balance of the year.

There are three general conditions that would affect the prices.

First, the general conditions of trade in all industries and business. The government figures on the cost of living have indicated recessions of about 30 per cent on general necessities during the past four months. It is natural that there should be a general expectation that at least this amount of reduction would appear in all lines. It has to be remembered, however, that the merchandise included in these figures increased after 1914 about 120 per cent, while books went up on an average of about 50 per cent. If it is an inevitable thing that all lines of merchandise follow one general trend, books such as fiction should have reached the price of \$2.75 and then on the present market have receded about 30 per cent. This is not, however, what happened, and the \$1.35 fiction of 1914 has only reached an average of about \$1.90 to \$2.

The second reason that might break prices is an oversupply, with a consequent necessity of reducing stocks at any cost. In book publishing, as we read the figures, there has been little temptation to or facility for manufacturing heavily in the last two years, and we can find no indication at all that a slowing down of

business will find stocks that will have to be precipitately unloaded as many other lines of merchandise have been unloaded.

The third and most important thing to consider is as to whether the actual manufacturing costs of books have so changed since last fall that there can be an expectation that prices will recede during the summer. In considering this it should be pointed out in the first place that competitive lines of books, Bibles, popular series, etc., have to be manufactured in the spring for the fall business, and, if there are any subsequent changes that now cannot be foreseen, they cannot affect the actual manufacturing cost of the goods that are to be on the counters the next fall. Since list prices reached a fair stability last fall, there was an increase in the cost of printing in December, and in New York at least there has been another increase this May owing to the change to the forty-four hour week. Paper, the other most important item, is now about double the pre-war figure instead of four times the pre-war figure at the peak of last fall. Most of the books of last fall, however, were manufactured on paper at approximately 13c., and, while a drop to 8c. brings some relief, it has not yet been enough to take up the increase in the cost of printing. The cost of binding materials, as of paper, has gone down since December, but as the binderies in New York, where most trade manufacturing is done, are in a strike condition and little work is going thru, there is certainly not much relief in this year's cost in that direction.

If competitive lines, which are manufactured in the spring, show no cost reductions over a year ago, and in fact some increases, there comes the question of whether new current books as manufactured in the fall will be lower in price than those made now. Among many publishers interviewed as one compares their reports with other figures obtainable on basic costs, there seems to be no indication that the cost to the publisher of making a book is to be any less this July than last July, and, unless other conditions enter in that cannot at all be foreseen, the cost of fiction next fall seems likely to remain at from \$2 down to \$1.75.

Another side of this matter which retailers can easily see is there are hundreds and even thousands of good titles out of print. If book publishing at present list prices were as profitable as some estimate, publishers would have certainly put these titles on the presses again, but the fact remains that increases in list prices

of books have been not enough to make re-printing of hundreds of old titles possible. It is to be hoped that the slight easing in paper and binding materials may make it possible to put many of these books back on the list, to the benefit of author, publisher and bookseller.

Whether the book business of the coming season is to be equal to that of last fall cannot be estimated for any countrywide prophecy, but there is a feeling of great confidence among the retailers, and there are many indications that the gain in book reading that has been accomplished in the last few years is not going to be a thing to subside in a season, and it is the belief of the PUBLISHERS' WEEKLY that 1921 can and will be a successful and profitable fall for the bookstore.

Trade Statistics

WHEN the question of reorganization of government departments comes up in Washington, it is hoped that the Department of Commerce will get a larger appropriation for its trade statistics. Certainly no appeal for increased funds is more justified in the present Congress than Mr. Hoover's request for \$618,000 for securing better facilities in the compilation of industrial data.

Every trade in the country would be substantially benefited by a better collection of trade statistics and a wider dissemination of facts regarding domestic production, consumption, general export conditions, etc. To be thoroly successful such material must be collected and presented to the whole commercial community, buyer, seller and banker, by some government department which approaches the problem in a purely objective way.

At present the Department of Commerce in the particular part of its work that has to do with trade encouragement has an appropriation of about \$5,000,000, or about one-tenth of one per cent of the amount given to the Navy Department. Mr. Hoover, in a recent speech before the United States Chamber of Commerce, showed that increased appropriations would aid in securing more timely, regular, and complete information in trade matters.

The book-trade, altho one of the smallest industries, has long felt the need of real statistics. Under present conditions if a publisher considers entering into the export field and wishes to know how many books, for example, are sent to South America, he probably finds only some general figures on present book exports, but little definite information regarding the possible South American market. Book publishers can now only guess at the amount of book production and consumption in this country. If publishing is to be on a large scale—and it is larger scale production that must be the direction of our growth—it should not be necessary to go it blind as to the possibilities of the markets.

“Buy a Book a Week”

By Will Johnson

W. B. Read Company, Bloomington, Illinois

The following paper was read by Mr. Johnson at the convention of the Illinois Booksellers' and Stationers' Association just closed, and was received with so much interest that it was unanimously agreed that the paper ought to be submitted to the PUBLISHERS' WEEKLY.

Mr. Johnson began by displaying posters and streamers sent out to the booksellers by the Year Round Bookselling Committee: "More Books in the Home, Buy A Book A Week"; "Books Make A House A Home, Buy A Book A Week"; "For Comfortable Slipper Evenings, Buy A Book A Week"; "America's Making Told in Books, Buy A Book A Week"; "Books Are True Friends, Buy A Book A Week"; "Books Make A Happy Fireside, Buy A Book A Week"; "A Home Without Books Is Like A House Without Windows, Buy A Book A Week"; "Useful Books for Every Need, Buy A Book A Week."

FOUR mailing tubes like this have come to your store and to ours, containing posters and streamers. What have you done with them? The first two, with contents undisturbed, were serenely and complacently slipped behind the ten-cent ink tablet counter for a more opportune leisure moment in our store. Days and weeks rushed by. We counted hundreds of agates and immies and handed out dozens of rubber bouncers. We doubled our money on old dirty school books bought and sold during the first week of the second semester.

February is full of extra special and patriotic days demanding of the bookstore elaborate displays of decorations and favors for the party-giving, novel-hunting public. One morning, after the last tray of bleeding hearts from Cupid's darts had been put away, and George's hatchet sheathed again, there came to my special notice a letter explaining and extolling the plans for Religious Book Week. The very suggestion and idea of a Religious Book Week appealed to me. It resembled a benediction after the February celebrations. What books could we display? Bibles, of course, and testaments and prayer books and hymnals and Sunday School lesson commentaries. "Daily Strength for Daily Needs," some of Gordon's "Quiet Talks," and, oh yes, some of the beautifully illustrated Bible stories for the boys and girls. In my mind I planned a big display for the window, for the book racks and the tops of the cases. Oh, if I only had some posters! And not until then did I remember that E. P. Dunlap of Grosset & Dunlap had very incidentally mentioned Religious Book Week in connection with some scheme which he called the Year-Round Bookselling plan. What was it? Then I remembered the tubes behind the ten-cent tablets. Quite surreptitiously I fished them out of the pile of rocks and trees and horses and guns, accumulated display matter for the western and detective stories. I pulled the posters and streamers out of the tubes.

"Buy A Book A Week, More Books in the Home." January gone!

"America's Making Told in Books, Buy A Book A Week." February gone!

You all know that thirty-five or more publishers are co-operating in this Year-Round Bookselling plan. They are expending five thousand dollars in presenting this plan to us booksellers and giving us suggestions as to the best methods of inducing the public to buy a book a week. I should have known all about it. The PUBLISHERS' WEEKLY—it comes every week, and I read it most religiously and carelessly—was full of the Year-Round Bookselling plan. In every catalog and circular and in some of the magazines appears the slogan—"Buy A Book A Week."

Are you doing it? Are you doing it? I am. I buy a book a week and pay for it. I began the first week in March. I selected "Green Mansions" by Hudson (*Modern Library*, Boni & Liveright). I read it that week. The next week, for more than one reason, I bought a second-hand French book, "Le Français et sa Patrie," half French-five cents. One of the clerks in the store, a woman, heard me mention the plan, and she is buying a book a week and is even more enthusiastic about it than I am. We enjoy the keenest thrill a book lover can experience, for we are at the same time book lovers and book buyers. It is like a movie serial. Monday morning we begin the pleasant task of selecting the book which is to be purchased some time during the week, most likely Saturday night. You know the power of suggestion, and sometimes the selected book is sold to a regular customer before I can secure it. Incidentally we discover not a few books whose entertaining contents were hitherto unknown. We suggested the "Buy A Book A Week" plan to the other clerks on the first floor and to the office force. The two young men, ex-soldiers, are bright and capable but somewhat self-important and a little the worse from life in Uncle Sam's army in a French town. Both emphatically declared that they could not afford it, even if they wanted to do it. I asked them to keep an account in detail of the money they spent in one week for soda water, candy, peanuts and popcorn. Here is one list:

| | |
|-----------------|-----|
| Ice Cream | 22c |
| Soda | 11c |
| Candy | 20c |
| Ice Cream | 22c |
| Candy | 35c |
| Candy | 25c |
| Ice Cream | 44c |
| Soda | 11c |
| Ice Cream | 22c |

Total\$2.12

Here is the other:

| | |
|-------------|-----|
| EXPENSE | |
| Candy | 35c |
| Drink | 15c |
| Candy | 20c |
| Candy | 20c |
| Drink | 15c |

| | |
|-------|-----|
| Drink | 15c |
| Candy | 40c |
| Candy | 40c |
| Candy | 25c |
| Drink | 15c |
| Candy | 20c |
| Drink | 15c |
| Candy | 15c |
| Candy | 20c |
| Drink | 20c |

Total\$3.30

In the office, the *Tribune* Beauty Contest girl threw up her head, her one nose and two hands in horror: "Buy A Book A Week, man, I am dead broke all the time." Here is the list of her expenses for the extra necessities of her stomach:

| | | |
|---------|-------------------|-----|
| 4/21/21 | Soda | 11c |
| | Chocolate | 10c |
| | Whistle | 10c |
| 4/22/21 | Candy | 5c |
| | Whistle | 10c |
| 4/23/21 | Peanuts and Candy | 15c |
| | Candy | 10c |
| | Soda | 11c |
| 4/24/21 | Candy | 15c |
| | Soda | 11c |
| 4/25/21 | Milk Shake | 17c |
| | Whistle | 10c |
| 4/26/21 | Peanuts | 5c |
| | Whistle | 10c |
| 4/27/21 | Milk Shake | 17c |
| | Soda | 11c |

Seven day total\$1.78

Last Saturday night one of the young men bought "The Four Horsemen of the Apocalypse" and the other "Jacob's Ladder" by Openheim. To my great astonishment I discovered that two men had been buying a book a week since the first of January, one was connected with the business end of the evening newspaper and buys mostly fiction, popular copyrights, and has the best time selecting his books. A young man in the office of the Y. M. C. A. is a great lover of poetry, and he adds a volume a week to his library. He goes to the poetry section, pulls down book after book, reads and puts them back again and again until he finds his choice. He is a book chooser as well as a book lover and book buyer. An enthusiastic socialist, a railroad shopman, is buying a book a week. He has found some of his books on our shelves and I have ordered others. A prosperous real estate man is buying a book a week, but as he is often out of town our store does not always get the benefit. He has bought "Mystic Isles of the South Seas," "Steeplejack," Margot Asquith's "Diary," Wells' "Outline of History" and other expensive books. He is a good customer. A business man, a dry goods merchant, also a bachelor, buys a book a week and enjoys the privilege of doing so. His tastes are somewhat similar to my own, and sometimes we work together in making our selections. I asked another bachelor friend who has always been a regular reader why he bought a book a week. He has lived in all parts of the country and travels much, especially back and forth to Chicago. He said: "Good Lord! How can anyone live in Bloomington and not buy a book a week! I need a book a day." There may be a few others.

The plan has spread not rapidly nor with volume, nothing like the mad stampede on "Main Street." A returned well-to-do citizen, a college graduate and a student, was disgusted with the idea, made light of it, then apologized because he thought it was hurting my feelings. He said he couldn't buy a book a week because he couldn't read a book a week, and if he couldn't read it, he didn't need it, and if he didn't need it, he wouldn't buy it. He termed his reading as seasonal, some weeks with several books, others, no books at all. A college professor informed me with some dignity and a little superiority that he bought books for a purpose, the motive his own. He could not imagine any reason sufficiently strong to induce him to waste his time and mental energy in buying a book a week.

I had the courage to broach a farmer on the subject. He has a most comfortable home, large living room with a big fireplace—three fine boys and a baby girl. Of course, he laughed at me and said it was impossible this year, but begged me not to tell his wife or boys about it. She bought a handsome copy of "King Arthur," and the next Saturday the boys took home one of James Willard Schultz's Indian stories. I hope they are forming the habit. In another family a dear little seven-year-old Nancy is delighted with the idea. Last week she bought "The Story of the Robins" which I had read many, many years ago. The teachers and the librarians of the children's department should be willing and eager to give their assistance by suggesting that the boys and girls read a book a week. It is not necessary even to hint to you the possibilities of such co-operation, for you know, at least by hearsay, the old proverb, "Train up a child in the way he should go, and when he is old he will not depart from it."

The movies for children on Saturday morning are an asset in favor of the plan. We might in some way let the children know that the book shown in the picture is for sale. Would it not be a good idea for our wise publishers in making their Year-Round Bookselling plan to arrange for two different weeks for children's books? The one last November was most successful, and the results are still evident. For several years the last of November the kindergarten teachers of the University Training School have borrowed from the local stores many juvenile books and shown them to the mothers with comments. Last year early in December, because of an urgent request, one of our clerks talked to the Parent-Teachers' Association on books for children.

April is the month for Back to Nature Books. We had a fairly creditable showing, on the tops of two cases, of bird, flower, camping and scouting books and a few on gardening and agriculture. It was surprising how interested in them was the casual loafer and shopper.

May and June have always been the months for books for graduation gifts. This year adds book showers. Government statistics prophesy that there will be a hundred thousand brides in

June. There have always been June brides, but never before have sixteen hundred booksellers been working together in competition with berry spoons and cut glass. Your window might well display a model home library with a general collection of books of standard and modern authors, a poetry group and a reference shelf. Inside there might be a small revolving book-rack, with four sections, each section holding four books, sixteen suitable books for the new home.

How is this for a selection?

SECTION ONE.

Palgrave's "Golden Treasury."

"Chief American Poets."

"High Tide."

"Just Folks."

SECTION TWO

"Boston Cooking School Book."

"1000 Ways to Please a Husband."

"Business of the Household."

"A Busy Woman's Handy Garden Book."

SECTION THREE

"Ramona."

"Tale of Two Cities."

"Woodcarver o' Lymposus."

"The Mountebank."

SECTION FOUR

"The Promised Land."

"Now It Can Be Told."

"Business and Religion."

"The Lure and Lore of Travel."

Nearby there might be a half dozen red leather volumes of O. Henry between a pair of mahogany bookends. In a modest extension book-rack one could display a dozen handy pick-up volumes, *Modern Library*, for example, or if you desire something more simple and unchallengable, the *Hurst Companion Books*, or *Burt's Library of Standard Classics*. Show a large gift book with handsome illustrations and a large family Bible—they are coming back into style.

"Will the New Home Have Books?" Yes, by all means, if the booksellers sell all of those books as wedding gifts, and even if we do not sell them, the groom may have been buying a book a week. The Buy A Book A Week plan has made the bookseller a more thoughtful man and a more careful buyer. He looks into the future. He has dreams and visions. Behold him as another and farther-sighter Mr. Britting. He looks ahead ten years and sees thousands of families buying a book a week and reading them together. He sees a return of the old-fashioned simple family home life. The problem of the eternal triangle has been solved. Books have converted it into a perfect family circle. The people who live and work on "Main Street" have something to do, something to think about, something to look forward to, for they are buying a book a week.

The Influence of Book Titles In the Selection of Picture Material

By M. P. Robinson

THIS seems to be a question that is answered in different ways by different producers—or rather the scenario editors who select the plays and books for the producers of motion pictures.

I had thought it an easy question to answer when asked to write upon the subject, but in speaking of it casually to several friends of mine who are scenario editors, I found such a diversity of opinion, I determined to write to several others and get more light on the subject. Again, there was a variety of opinion. Some usually discarded the original title of the book; others used it when it was fairly well known to the reading public. All have agreed on one point—that the psychology of the motion picture attendants was different from that of the general fiction-reading public, and therefore had to be treated to a different method of allurements to bring people to see the picture.

Another phase of the question is presented by the fact that a title should not be over seventeen letters, when used for the screen, as more than that number cannot well go on the electric light signs used on the theaters to draw the crowds.

It must be remembered that the motion picture public is composed more of the people of

child-like intelligence than the fiction-reading public—this in all due deference to the more enlightened crowds on Broadway, New York. But these crowds, it must be remembered, compose but a small portion of the masses to be appealed to. The little-town people of the middle west and south, the foreign element also, child-like in their emotions and love for the sensational—all these must be taken into consideration by the producer and his right-hand man, the scenario editor. For the exhibitors thruout this country and the foreign countries where our motion pictures have such a tremendous vogue, demand a catchy title for their pictures, and are in a position to know what will appeal most, so very often they shy at a title which may be well known to the large class of fiction-readers, but has not become known to the mechanic, day laborer, his wife and children, and to the crowds in Tokio, South America, and other foreign countries as well.

However, when a title is catchy, and has the further recommendation of being well advertised as a book or play, the scenario editor knows as well as anyone how very important it is to retain it.

In looking over a list given me not long ago of screen plays produced during the lat-

ter half of 1920, this list selected by the National Board of Review of Motion Pictures, I find that only twenty of the original titles were changed in the motion pictures produced from books and plays. Twenty titles, only, were changed, as compared with the fifty which were kept. But—and this is an important item—many of the fifty were based on plays, legitimate dramas produced in New York and abroad; and these plays were best known and most widely advertised by their titles, such as "Thirty-nine East," and others as prominent. Others were based on books by such well-known authors that the general masses had heard of them even if they had not read the books, and the reading public was readily caught by seeing, for instance, that "Lady Rose's Daughter, by Mrs. Humphry Ward," was booked as a film production.

Some of the big companies exploit the names and titles used originally, some change them nearly every time, and some use them—as Goldwyn for example—when they have the authors themselves working for their company, as the authors help to direct the making of the picture.

Mr. Block, Scenario Editor of Goldwyn's, says:

"The reading and writing public has not yet taken in the fact that the psychology of the motion picture spectator is entirely different from that of the fiction-readers. So different is it, that there is almost no story adapted for the screen by us, which we do not have to change materially; and this we tell the author at the very first. The title makes no difference to us at all, as we change that as well as the story. If it happens to be what we want, we use it, but not otherwise does it influence us.

"This is especially true, since we have been able to secure the services of such very celebrated authors as Mrs. Gertrude Atherton, Rex Beach, Kathleen Norris, Rupert Hughes, Gouverneur Morris, Katherine Newlin Burt, Mary Roberts Rinehart, Alice Duer Miller, and others as prominent in the fiction world. As these authors are now writing directly for the screen, we are not so interested in outside work, altho we accept any story that is worth while and will fit one of our stars. But under these conditions you can see that we pay no attention to the title of a book; unless, of course, it is a best seller of very recent date."

Mr. Durant, Scenario Editor of the Famous Players-Lasky, said:

"I consider the title of a book, when contemplating buying that book, as of paramount importance. It makes a great difference in both book and legitimate play, as to whether the title is catchy and appropriate. But as we have to consider the length of a title, we sometimes have to change it. For the title should not be more than seventeen letters, if possible, so that it may be used in electric lights on the theater. This, of course, makes a difference."

This company, Famous Players-Lasky, has

begun a series of "all-star" plays, in which the plots are founded on well-known books or legitimate dramas, by celebrated authors, and the actors and actresses are stars. For instance, "Sentimental Tommy" has just completed a run of several weeks on Broadway. Naturally such a book, by such an author, with the title appropriate and of the right length, was kept. This title, it must be noted, was also attractive to the average motion picture crowds, having an appeal to the "love for a lover" that is in all of us, high or low.

Many of the pictures are founded on stories from the cheaper magazines, stories that have a clever plot but an ordinary title, which means nothing to the crowds. Here is where the companies hunt for a title "with a punch" to catch the people—a title which of course has to be an indication of the picture and yet does not tell too much of the plot.

Mr. Brownell, Scenario Editor of the Universal, said:

"There is a great difference between the motion picture spectator and the reader of a book. The majority of the crowds who attend the picture houses are those who seldom read books, not because they are not intelligent, but because they have not the time and some of them have not the patience—as the busy housewife or the "Tired Business Man." We have found a very satisfactory way to secure a new title. We offer a prize of fifty dollars to all our employees, from the highest to the lowest, for a good, appropriate title for a new picture. The heads of the company are the judges, and we usually find the best titles in this way."

Mr. Hammett, Scenario Editor of Selznick Pictures, says:

"I would say that unless a book or play has had a very wide reading or stage vogue, the consideration of the title has very little to do with the final selection of either book or play for screen purposes. An appealing title will not atone for a bad picture, but a good picture can be helped by a main title which intrigues the public mind.

"Occasionally some unknown author will submit an impossible story which by chance has a unique title. Sometimes a story of this sort is purchased for a small sum, in order to obtain the right to use the title."

Mr. Baker, Associate Editor of the Vitagraph Company, says:

"When you ask concerning the influence of book titles in the selection of picture material by the producing companies, I assume that you refer to books which are not numbered among the "best sellers," and whose main titles have not yet been exploited in a way that would prove valuable to a film of the same title.

"It has been my experience that book titles have practically no influence in the selection of stories. Too often, as in film productions, the titles give more promise than fulfillment. Books are purchased on their plots, characterizations provided for the leading players, dis-

tinctive touches and originality of treatment. The only value the titles have is to call the books to the attention of the selecting editors.

"'Dead Men Tell No Tales' is a title that commands attention—but it was on the plot and action of the story that it was selected for production. Besides, very few book titles remain when the film is released for public view. It is a peculiar phase in this business that the titles that lure the fiction-reading public to the purchase of books are so dissimilar from the titles that lure the picture-going multitudes into the theaters.

"Producing companies do not care what the title of the book is—if it provides an acceptable vehicle. The film companies can provide their own titles—what they want is stories."

It is a noticeable fact that that super-director and producer, David Wark Griffith, has very seldom used the titles originally used in the stories or plays he has made such a success

with. Many other noted directors of the motion pictures seem to prefer to invent titles themselves rather than to use those already given to the book or play they use.

To sum up—it seems that first, a book title must be well advertised to make it worth while to a producer. Second, the title must be short if possible, and have the heart interest; or, if the story is full of action, have the "punch" which is so necessary to attract the masses who attend the motion pictures, and, if this is possible, it must indicate the theme or plot of the story.

If the publisher of a book could persuade the author to invent a suitable title, looking to the eventual use of the story as a motion picture, then would advertise the book extensively, it would be advantageous as a drawing card when attracting the attention of the producer, and the title would be kept in the motion picture production.

Adventures of a Bookseller

By Ketch

THE Bookstore had been closed for two hours, darkness had fallen, and the streets, recently so alive, had grown quiet; Mr. Ebony, the night watchman, was sweeping the floor and softly whistling, while up in the corner under the light sat Mr. Ondeck, his feet cocked on the table before him. He was reading, while on the table were several books laid out in a neat pile; for Mr. Ondeck had a system. Unable to read all the books that

"Ah thought that would be a lawge order."
"Yes, Ebony, it would, and if you want my opinion, few men could fill it. Such trash!"

And with that he tossed aside the book in hand, and picked up the next.

"This ought to be good. Want to hear it?"

To his surprise, Ebony laid aside his broom, and took a seat nearby.

"Shoot, boss," he said. "I been wonderin' ever sense I come here, what 'twas about."

Mr. Ondeck began to read, and while Ebony was unable to absorb the whole of what was said, he caught enough to know that a young man had decided to leave his abode quite suddenly, and was giving orders to his valet to pack his grip. There was a great deal of "very good, sir," and "thank you, sir," on the part of the valet, and more fuss than seemed necessary on the part of the Duke (for such of course he was) over what clothes he should take, what cravats, what boots, and a lot of other things. Finally, Ebony heaved a heavy sigh, and remarked,

"The Juke mus' be leavin' fo' good."

"No. No. I think not," answered Mr. Ondeck.

"He ain't! Then, fo' de lan' sakes, what's all de fuss? Lawd, Mr. Ondeck, when I leave home all I has to do is blow out de light an' call de dog."

Ondeck laughed.

"An' who is dis 'valley'? I don' git him."

"Why, he is the Duke's servant."

"Yeh? Well, I mus' a been a valley once."

"So?"

"Yeh. Down in Georgy."

"I see. And who did you valley? Your massa?"

"No, sah. Jes ma uncle."

"Your uncle!"

"Yes, sah. An' twere *me* that lef' home, not him."



AN' I BOUGHT—AN'—AN'—

came from the press, he made it a practice to stay at the store one or two nights each week, and, choosing ten of the new books, read the first chapter of each. Those that got away to a good start were laid aside for further perusal, and those that failed to catch his interest were consigned to the discard.

Mr. Ebony rested on his broom and regarded Mr. Ondeck with interest.

"Pahdon me, sah," said he, at last, "But does you read *all* dese yere bookses?"

"All of them! No."

"Hm. How'd you ever come to valley your uncle, Ebony?"

"How come? Well, you see, when my ol' folks died, Uncle Rass he tuk me to raise, an' 'twere do dis, an' do dat, an' fetch me dis an' go git dat, till I was walkin' wid my tongue a-hangin' out. Ole Rass was mean, he were, an' I got it. He wouldn't move all day, jes' sit on de bench an' smoke, whilse I rustle the grub. An' eat! Man, how that nigger could eat. I got what was lef', an' that wouldn't a-fed a hopper. An' all de time ole Rass he complain. Firs' his haid, den his back, den a misery in his foots. All de folks aroun' would bring him somepin an' he'd make off like he jes dis side er Johdan—till dey's gone; den he'd eat till der weren't a scrap lef', an' dat was fer me. He et, but he didn' git fat. No, sah, he look po' all de time, an' skinny as a dog's hine laig. He too mean to git fat. Food jes shake han's wid his palate an' hurry on thru.

"Well, I got purty sick o' dis valley business, an' one night ole Rass he say Mose Brackin owe him twenty dollar, an' I mus' git it or not come back. So I seen Mose, an' he pay me out dem twenty hard bones, an' I started home.

But on de way I met up wid Bazz Williams, an' Bazz he tuk me in an' bought de drinks. An' den I bought. Den in comes Sam Slick, an' Sam he bought. Den Bazz bought. Den I bought. Den Hen Howard comes in an' he bought. An' Bazz bought. An' Sam, he bought. An' I bought. An' . . . An' . . . Let's see, now. I don' jes remember who bought nex', but I woke up nex' mawnin' in a hayrick wid eighteen cents, an' all I'se askin' is: did dem niggers keep der turn?"

Mr. Ondeck tried to keep his countenance.

"And then?" said he.

"Dat's all. Dat's when I lef' home," said Ebony, resuming his broom.

For a time all was quiet; Mr. Ondeck was apparently deep in his book, and Ebony swept and whistled. Finally Mr. Ondeck looked up and said,

"What a pity it is that you can't read or write, Ebony."

"No, sah. 'Taint no hardship. I has a roof, an' three square every blessid day."

"I wasn't thinking of you," replied the other. "I was thinking what a loss to our letters."

"Yassah," said Ebony, absently.

Canadian Licensing Plan

THE feature of the proposed new copyright legislation in Canada which has brought out the sharpest comment from authors and publishers was the provision for the licensing of books when the original owner of the copyright did not choose to undertake to print the book in Canada. In a very detailed analysis of the whole copyright bill which is published by the Incorporated Society of Authors this feature of the Canadian legislation comes in for sharp criticism, and the exact meaning of this legislation is described as follows:

"Under Clause 14, if the book is not printed in Canada within two months after the filing of the notice, any person is entitled to apply for a license to print the book in Canada, and must deposit with the Minister the amount of royalty on 1,000 copies of the book, not less than 100 dollars. The notice of such application must then be forwarded to the copyright owner, who is given fourteen days in which to reply, and two months in which to undertake the printing of the edition. Failing this, the applicant may print in Canada.

"Then follows a most curious section. Where there are two or more applicants the license shall go to the applicant proposing the highest retail price. A clause to this effect would seriously impede the one aim to further which it appears the Section is drafted, namely, the benefit of the public.

"Then

- (a) The Government takes the control of the property out of the Author's hands.
- (b) Fixes the value of the Author's property in the book at 10 per cent. on the retailed selling price.

(c) Then gives the sole right to print in Canada during the term of Copyright.

(d) Omits any statement as to how the price and format of the book are to be arranged.

(e) When accounts are to be rendered and all the other necessary details of one of the most difficult forms of technical contracts.

"The Author has no protection if he is issuing a limited edition. The Government take no responsibility as to collection and discharge of accounts, give no time for the payments of monies received and no security for the accuracy of the accounts, and may leave the unfortunate author in the hands of a speculative and untrustworthy publisher.

"The draftsman responsible for this Bill shows a woeful ignorance of the result of past legislation, and, as already stated, of the present methods of marketing literary property.

"The compulsory licence for serial publication is almost as absurd in its terms and draftsmanship as the license for book publication. Again the Government takes upon itself to decide the terms of the contract, Section 15 (6), and sets a value on the Author's work, Section 15 (7). No Government office can carry this out satisfactorily. What is the advantage of giving the owner of the copyright a hearing when the clause is drafted to deprive the Author of his control?"

This legislation, which would apparently work so heavy a hardship on Canadian authors, has apparently been halted owing to the pronounced protest of the newly organized Canadian Authors' League.

Novels In Paper Covers

MANY times in the past year the discussion as to the future of the paper-covered book came to the front in periodicals and newspaper columns, and many people believed that if the average book could be produced in the paper cover the public would buy in this style eagerly. As a way of testing out this theory F. A. Stokes Company made a fair test of the case in January by publishing an important novel, Gertrude Atherton's "Sisters-in-Law," in both cloth and paper binding. As Miss Atherton's books appeal to all classes of readers and get a full showing in all classes of bookstores, the test was of special interest to the book-trade and to other publishers, and the PUBLISHERS' WEEKLY asked the Stokes Company to make a statement about its experience in this matter based on its four months of selling.

(Report from Frederick A. Stokes Company submitted at the request of the Editors of the "Publishers' Weekly")

"When we issued Gertrude Atherton's 'Sister-in-Law' in both cloth and paper bindings, in order to settle as far as this experiment might the wide discussion about the feasibility of issuing novels in paper covers, we made the statement that 'only with an important novel by a well-known writer could the experiment be conducted with any hope of getting satisfactory evidence.' The choice of 'Sisters-in-Law' turned out to be a good one because of the large sales and the unusual publicity given to the novel. Orders have come from a larger number of the booksellers scattered more widely over the country than for any Atherton novel in many years. Moreover the demand has persisted in a most gratifying way and the book is now selling

actively nearly five months after publication.

"Furthermore, newspapers and periodicals took a keen interest in the experiment and helped to make it a true test by giving generous space to the discussion of it. The advertising of the novel was carefully planned (an unusually large sum was expended), and every advertisement called attention to the paper as well as the cloth edition, giving prices.

"Results, therefore, may be taken as conclusive as far as this type of novel is concerned.

"Up to the present time the proportion of sales is one copy of the paper to fifty-four copies of the cloth. The paper-bound edition sold almost exclusively in the East. Fully one-half the sales were thru New York retail bookshops or department stores, and nearly one-third of the sales were made in one book department which took a special interest in the paper covered edition. With a few exceptions booksellers knowing their clientele did not attempt to push the sale of the paper covered book; they furnished it only on demand. The big majority did not order the paper bound books at all. There were a few scattered sales in Boston, Philadelphia, Chicago, Indianapolis, Baltimore, Washington, Detroit, and some of the cities in New York State. There were some reorders for the paper-bound edition, but almost all of these came from the New York City shops.

"It is clear then that booksellers flatly do not want paper-covered novels and that the novel reading public does not want them enough to demand them even when they have been announced and discussed as widely as in this case."

Book Titles and Vocabulary

PROBABLY the best of all publicity that can come to a book is to have its title become part of the everyday language of our day. After "Are You a Bromide?" was published, the word came into a common speech and has remained there ever since. "Main Street" has practically come to stand for a general idea, and the report is that hundreds of towns are thinking of renaming their Main Streets in order to avoid a definite connection with so well recognized an idea. An advertising agency, thinking explanations unnecessary, even went so far as to make a verb out of the heroine's name, telling its clients not "to Carol Kennicott."

"Moon-Calf" is another instance in the same direction. One begins to see the word used without capital letters as an accepted figure in describing the youth of today. Both Harcourt and Knopf have picked out these characteristics of their books and have been pushing them to further recognition in general advertising.



AN INTERESTING BOOKPLATE

Printing and the 44-hour Week

FOLLOWING the report on new scales in New York printing offices and the beginning of the 44-hour week in the New York shops comes the announcement from Chicago that a reduction of \$4.35 has been accepted by the job printers and the closed shops have accepted the 44-hour week. This is a slightly smaller reduction than was applied in New York. In both cases this means an actual increase in the cost of printing to the consumer, as the general overhead of every printing job must be charged onto a 44-hour week instead of a 48-hour week, with the result that the cost per job will be higher. The result in New York of the change in hours coincident with the application of the reduction of wages has been about a 7 per cent general increase in the cost of printing.

In Boston the Employing Printers have refused to consider the 44-hour basis, and a walk-out ensued. Pressrooms are being filled up with new workers, and most shops are busy training new men. The situation is improving as to output.

Philadelphia printers have refused absolutely to give the 44-hour week, and about 800 compositors went out on strike. Some shops are entirely closed, but many have a full organization of compositors on the job. It is reported that the compositors are offering to accept a cut in the hourly wage in exchange for the 44-hour week. This would be in line with what has happened in New York and Chicago, with a consequent increase in the cost to the consumer of printing.

The situation thruout the country seems to be that the Employing Printers are holding out stoutly against the 44-hour week, and few contracts for the shorter term except in the small shops have been signed.

Wanamaker's Book Week

THIS week (May 9th-14th) the John Wanamaker store in New York celebrated its Annual Book Week. At 2.30 p. m. every day "Travels Among New Books" were conducted by Samuel Abbott, associate literary editor of the New York *Tribune*.

The authors who appeared in person were: Alexander Black, Padraic Colum, Harry A. Franck, Howard G. Garis, William Heyliger, Fannie Hurst, Vachel Lindsay, Hector Macquarrie, Christopher Morley, Clare Sheridan, Marguerite Wilkinson, Anzia Yezierska.

The following publishers co-operated to make the Week a success: D. Appleton & Co., Boni & Liveright, Brentano's, The Century Co., George H. Doran Co., Doubleday, Page & Co., E. P. Dutton & Co., Harper Bros., Henry Holt & Co., Houghton Mifflin Co., B. W. Huebsch, Inc., John Lane Co., Little, Brown Co., Longmans, Green & Co., Robert M. McBride & Co., The Macmillan Co., Marshall Jones Co., Moffat, Yard & Co., G. P. Putnam's Sons, Frederick A. Stokes Co., Oxford University Press.

American Poet Tours America

OCCASIONALLY we hear American citizens in the official or unofficial capacity of critic comment on the American enthusiasm which greets the English literary visitor sojourning and reading in our midst. There is sometimes a bit of jealousy in the comment which means that the visiting lion is getting too much petting, and the patriotic administrators of justice would see more petting lavished on our own children of genius. That there is no cause for uneasiness, the following statistics of the crowds that flocked to hear Edgar A. Guest, the American poet who recently toured the west, reading from his work to western audiences of all sorts, prove.

In Los Angeles, Mr. Guest shook hands with 1000 people after he had delivered his farewell lecture. While he was in that city, it was estimated that he had spoken to 40,000, all in ten or twelve days.

In Oakland Mr. Guest talked to more than 16,000 people in five days. And at a noon meeting there, Mr. Guest was greeted by 1400 high school pupils.

The Reilly and Lee Company report that more than 150,000 copies of the Guest books of verse were sold in America in bookstores in 1920. In a recent editorial, the San Francisco *Bulletin* said: "There is more of Edgar A. Guest in the American scrapbook, and in the American head than any national poet since Longfellow."

Boston Booksellers Meet

THE Boston Booksellers' Association held the first meeting of the year on May 5th at the Twentieth Century Club. The new president, Richard B. Fuller, of the Old Corner Book Store, presided and introduced the speaker of the evening, Judge Henry A. Shute, of "Real Diary" fame. As an author, Judge Shute frankly and humorously wanted to learn "Why Booksellers Don't Sell More of My Books." His remarks were greeted with plenty of laughter, as his description and pantomime of a bookseller attending to his demand for one of his own titles long in stock and covered with dust was exceedingly realistic.

Denis A. McCarthy read some of his Irish poetry and told stories. Frederick A. Fenge, author of "The Golden Parrot" described his adventures in the lesser Antilles. During the evening community singing was led by Harrison Leussler and Theodore Freydenburg. Dancing followed the dinner.

The next meeting will be held in June, and the Entertainment Committee promises another good meeting.

All booksellers in New England are urged to join the Boston Booksellers' Association. The dues are three dollars, which provide for four meetings each year. Applications for membership accompanied by check may be sent to Joseph Ryan care of the Old Corner Bookstore, or Harrison Leussler, Houghton Mifflin.

New Paper Mill Strike

MORE than 9000 members of the International Brotherhood of Paper Makers and the International Brotherhood of Pulp Sulphite and Paper Mill Workers in the mills of seven large paper manufacturers in the United States and Canada went on strike at 8 o'clock Wednesday morning, May 11th. The addition of these men to those that struck in other mills on May 1st makes a total of between 15,000 and 20,000 men who are now on strike. It is said that the seven companies that shut down on May 11th have a daily output of newsprint alone of more than 4000 tons, or about 60 per cent of the total production of the United States and Canada, and that newsprint at the mills and in the hands of dealers and publishers is sufficient for about 60 days.

At the conference in New York this week the manufacturers refused to recede from their demands which called for a 30 per cent reduction in wages, the adoption of the 9-hour day, and the abolition of overtime rates. The workers had asked for an increase of 10 per cent in wages.

Books in the Drug Store

IN the discussion of finding new outlets for books, the drug store, open extra hours a day, is coming more and more to be considered an important factor. As a very definite expression of how such a store may have its interest in bookselling increased a quotation from a letter recently received by Harcourt, Brace & Co. is very illuminating. It reads:

"Kindly send at once ten more copies of 'Main Street' by parcel post. We have been very pleased with our sale of this number, as we have sold thirty in the last two weeks. This is the first two dollar number we have handled in two years. If you have any good literature on how to make money out of books, we would like to read it, as evidently we have overlooked a good thing. How is the best way to keep track of big sellers? Could you tell us who is bringing out the new 'Tarzan' book? How long will 'Main Street' be a big seller? How many should be sold in a town of twenty-five thousand with one competitor?"

(Signed) WILBUR SYLVESTER,
Port Huron, Mich.

Lectures on Book Distribution

CLOSING its series of Thursday evening lectures, which have been a special feature of the spring season of the Library School of the New York Public Library, the last evening of April 28th was given to the topic of the publishing and distribution of books. The speaker of the evening was Lowell Brentano, and a gathering of about two hundred librarians and some from the book-trade filled the auditorium. At an informal round table, Frederic G. Melcher led the discussion on American Imprints.

Traveling Book Salesmanship

A SERIES of practical talks on book publishing and distribution, which was arranged for the members of the Authors' League by Gelett Burgess, included in its program for an April meeting, a talk on "Traveling Book Salesmanship" by Frank Bruce of Houghton Mifflin Company. Mr. Bruce described to the authors the complete process of sales planning from the time the book is first accepted thru the various conferences of travelers and advertising departments until the largest possible sale has been obtained. Other speakers were May Lambertson Becker, well known for her column in the *Literary Review of the New York Evening Post*, and Rachel Crothers, dramatist.

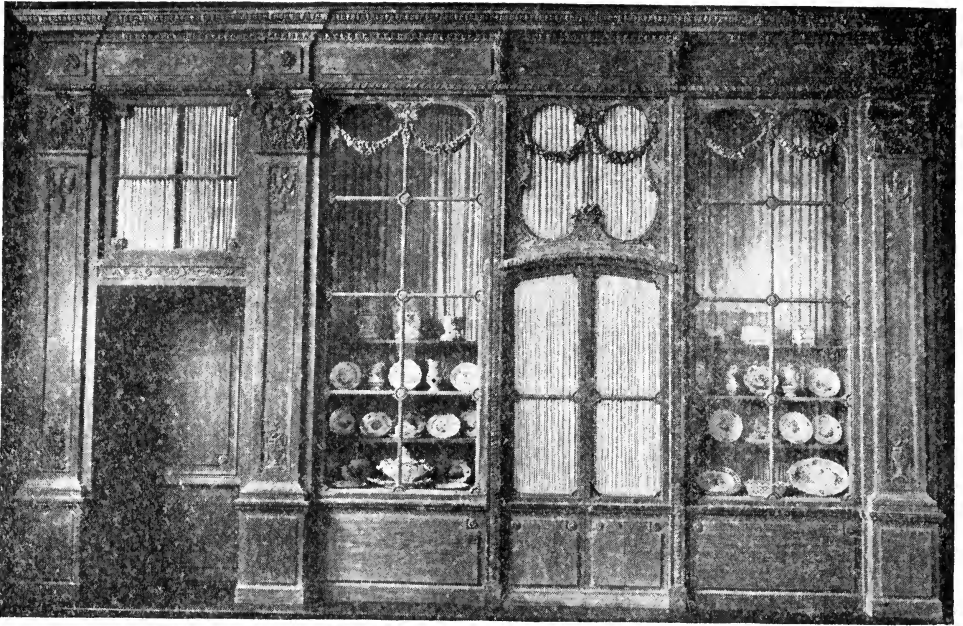
New Bookshop in Cincinnati

THE Stewart & Kidd Company of Cincinnati expects to open on June 15th a little bookshop in the Dixie Terminal Arcade to be known as the Dixie Terminal Bookshop. The Dixie Terminal Arcade is one of the handsomest office buildings outside of New York, trimmed from top to bottom with Italian marble. The Bookshop will be on the first floor close to the main entrance. The furniture and fixtures will be of walnut. The shop will be fitted with rugs, pictures and easy chairs and be made to look comfortable and alluring. It will handle recent books, rare books and fine bindings and fine stationery.

Dinner in Honor of English Publisher

SIDNEY S. Pawling, head of the English firm of William Heinemann, with whom Doubleday, Page & Company have recently formed close business connections, was given a dinner of honor on Monday evening, May 9th, in New York. Mr. Pawling's visit to America has been an event of great interest to the trade, as he represents a famous house whose accomplishments have made its representative of great interest to our book-trade. After a few weeks here he is about to return to England.

Among those at this dinner were authors, editors, and members of the book-trade, as well as the members of the Doubleday organization: Dr. Clifford Smyth, Literary Editor of the *New York Times*, Dr. Henry S. Canby and Christopher Morley, of the *New York Evening Post*, Dr. Edward J. Wheeler of *Current Opinion*, John Farrar of the *Bookman*, Harry Hansen of the *Chicago Daily News*, Thomas L. Masson and James S. Metcalfe of *Life*, Lawrence F. Abbott of the *Outlook*, Franklin P. Adams of the *Tribune*, Robert Benchley and J. O. Cosgrave of the *New York World*, Don Marquis, of *The Sun*, Julian Street, Robert Cortes Holliday, Ernest Seton Thompson, Louis Joseph Vance, Frank Dilnot, and others.



A STORE FRONT OF THE LOUIS XV PERIOD

Rent Plus Advertising

IN selecting the location of a bookstore, it has often been pointed out, by those who have experimented with locations just off the main thoroughfares, that it is often possible to take advantage of such situations with their much lower rent by increasing the percentage of advertising. This might mean that the total of rent plus advertising would be the same in either location, tho there would be on the less expensive street a much better floor space and opportunity to display.

The advertising manager for a large chain of clothing stores, in addressing the Rochester Ad Club recently on the subject of retail advertising, said that his recommendation was that the merchant should spend $7\frac{1}{2}\%$ of total sales for the two items of rent plus advertising. He believed that this rule would apply as well to upstairs locations as it would to side streets. If a rental can be obtained that requires 4% of the sales, there would be a margin of $3\frac{1}{2}\%$ for advertising, while if the rental were higher and went to 5%, there would be only $2\frac{1}{2}\%$ left. It might be well to keep in mind some such equalization in selecting a location for a bookstore.

Another suggestion from this expert was that if the retailer had a certain amount to spend a year for advertising, he would recommend dividing it into equal weekly parts and to spend that amount each week instead of concentrating with large space on the busy seasons. He believed that hammering away persistently built up the permanent customer and

started steady buyers toward the store more than a large spread at the busy seasons, and he deplored the plan of spending the largest sums at two clearance seasons, a plan which only emphasized to the regular customers the fact that if they had waited they might have bought for less.

A Store Front DeLuxe

IT bears testimony to the increasing respect which is being paid to good designing to find the Metropolitan Art Museum adding to its collections a store front brought to the Museum from Paris, a store front of the Louis XV. period. A bookman cannot pass it as it stands, set up at the end of the gallery of the furniture displays, without thinking how attractive a rare bookshop would be if given such a setting. One has but to think of fine levant bindings and interesting old title pages displayed on the shelves to feel what a temptation it would be for the booklover to wander inside to find whether the atmosphere of the interior was as beautiful as that without.

Much of the experimenting in shop fronts in this country have been in the way of obtaining a large clear glass and elimination of all obstructing supports or woodwork. It may be, however, that further experiments in the way of making the whole front of our stores attractive as well as making them attractive only for the amount of goods that can be put on display, will be one of the directions of development for the new small shop.

An Uncorrected Galley

A GREAT ADVANTAGE

"Why do you prefer books to other companions?"

"Because I can shut them up whenever I want."

BEFORE THEY GO BACK

"You seem to be spending your evenings at home of late."

"Yes. I paid a dollar down on a set of books and I want to finish them before the month is up."

MORE CENSORSHIP

I know a woman who writes a little, and who lately had a story appear in a magazine. I was about to read it, and the author said: "It isn't very good; it was about a fat woman, and a thin woman edited it."

—E. W. Howe's Monthly.

THE PASSIONATE ENCYCLOPEDIA BRITANNICA READER TO HIS LOVE

As And to Aus, and Aus to Bis;
As Hus to Ita, and Ita to Kys;
As Pay to Pol, and Pol to Ree;
Ah, that is how you are to me!

As Bis to Cal, and Cal to Cha;
As Edw to Eva, and Eva to Fra;
As Ref to Sai, and Sai to Shu;
That is, I hope, how I'm to you.

—New York Tribune.

THE START OF A GOOD LIBRARY

When Jones' rich grandmother passed away, all his poverty-stricken friends rallied about him with words of cheer and comfort; but Jones remained sad and dejected.

"She left a last will and testament, I suppose?" murmured Jenkins carelessly.

"Oh, yes," said Jones, "she left a will and testament."

They hung expectant while sobs choked back his words.

"I," he declared at last, "am to have the testament."

—Jack Canuck (Toronto).

DO THE WORLD MOVE?

Copy of letter received by F. A. Stokes Company from a book-shop: "We have been carrying in stock the book published by you entitled 'The Wonders of Natural History,' by Collins, and our attention has just been called to the fact that this book advocates the theory of the evolution of man (page 27), which really renders it unsuitable for us to handle. We have only three copies left, but I would be glad if you would permit us to return them to you and receive credit for the same."

This is the twentieth century, we hear.

Child Welfare and Books

THAT child psychologists consider reading a very important factor in child development is made evident in an exhibit held under the auspices of the Social Service League, on Child Welfare Work at the Community Church, New York City, this week. One part of the exhibit consists of posters with attractive illustrations and text showing what books do for the child. Among the posters, displayed on the walls, are:

READING ALOUD

A family reading circle develops family unity—mutual sympathy—common interests—love of good books.

WHAT GOOD BOOKS DO

"Books are the food of youth." Minds like bodies need food that is wholesome, clean, nutritious. A nation's happiness, intelligence, morality depend largely upon what books its people read.

BOOKS AID DEMOCRACY

Ignorance is the enemy of democracy. Combat ignorance and aid democracy by bringing good books to every American home.

THE STORY BOOK

Imagination rightly trained means creative power, invention, understanding, charity, love of beauty, art, insight and faith, religion.

CITIZENSHIP

Stories of creative industry, great leaders, public service, historic events develop ideals of good citizenship.

Children Potential Book Buyers

THE retailer who is directing his advertising and selling energy to the improvement of the sale of children's books may get an interesting idea of the potential public for children's reading by looking over the statistics recently gathered by the government on the school population and reprinted in the *Journal of the National Education Association*.

Of school children between five and eighteen years of age there were, in 1918, 27,686,476. If their parents should buy them one book for their personal ownership in a year, the sale in children's books in this country would probably be increased tenfold. The amount of distribution to home libraries must vary to a very great degree in different parts of the country and according to the number of bookstores and the average intelligence and prosperity of the home, but with a population of this size and with the country intent on making every child literate the bookseller who neglects his children's department in his advertising and promotion is passing by one of the greatest opportunities for business building and for community service that is open to him.



KNOPF INAUGURATES A NEW IDEA IN BOOK ADVERTISING—
THE LITERARY SANDWICH MAN

Literary Sandwich Men

THE very latest in book advertising is the literary sandwich man, just introduced with great success by Alfred A. Knopf. A phalanx of these men has been invading the New York financial and theater districts, carrying placards which advertised "Zell," "Moon-Cali," "In American," "The Wine of Life," and other current leaders from the house of Borzoi.

The men are dressed in bright colored artist garb, with smock, windsor tie, and tam-o'-shanter. A copy of each book advertised is attached to the sign, for passers-by to glance thru.

Arrangements were made with the retailers in the neighborhoods canvassed to show window displays of the books advertised. At the bottom of each sign is given prominently names of the nearest stores. Aside from the large amount of general publicity which these placards have created thru comment on the unique idea and in the newspapers, the retailers co-operating reported substantial sales resulting from it.

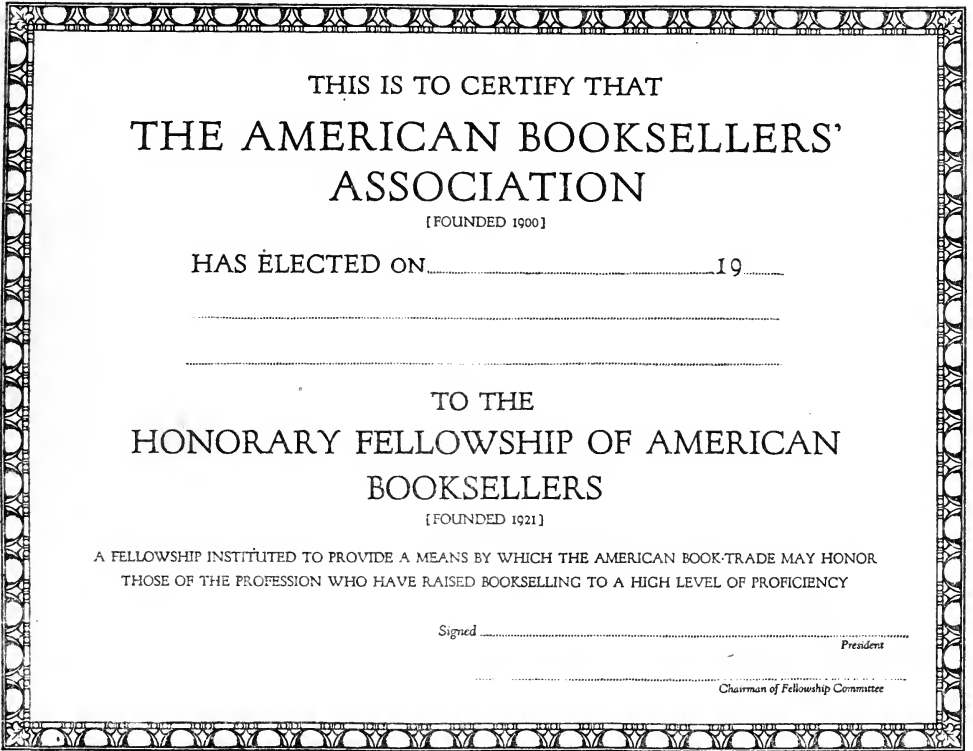
The placards are moved in rotation from place to place, so that each bookstore gets the full benefit of all the advertising.

Bookselling Education

A PROVERB of Benjamin Franklin's which has been much quoted in connection with the discussion of the place of reading in adult education says that: "It is hard for an empty sack to stand upright." The same admonition may perhaps be well taken home by the bookseller himself, as there is no merchant who needs more constant attention to his own training and reading than the bookseller. No store will build a reputation for good book service whose service depends on empty heads or non-reading salesmen.

Books from Austria

A VIENNA firm of publishers has sent circulars to this country, advertising its Rhombus edition of classics in English and French, paper bindings at three cents per volume. It is unexpected to have books offered from the Vienna market, where things are in such chaotic business shape. The opportunity to offer even paper books at such a price is presumably based on the present state of exchange, which would make three cents in American money come to sizeable value by the time it had reached Vienna.



REPRODUCTION OF THE VELLUM CERTIFICATE PRESENTED TO THOSE ELECTED TO THE
HONORARY FELLOWSHIP OF AMERICAN BOOKSELLERS

Honorary Fellowship Elections

THE Honorary Fellowship of American Booksellers was proposed at the convention last year in Philadelphia.

Word comes from this year's convention at Atlantic City that the first five to be elected into this notable Fellowship are: William Harris Arnold, of the Syndicate Trading Company, New York, known to the readers of the PUBLISHERS' WEEKLY as a collector of rare books and writer on this field of book lore; Charles E. Butler, Secretary of Brentano's, New York, one of the organizers of the New York Booksellers' League, who has been continuously on its Board of Managers ever since, and who has served the American Booksellers' Association in various capacities, being President from 1918-1920; J. K. Gill, of the J. K. Gill Company, Portland, Oregon, whose record of fifty-five years in business is one of the most notable in American bookselling for its fine vision and untiring service; George W. Jacobs, of the George W. Jacobs Company, Philadelphia, who has been aggressive in every movement for the progress of American bookselling, notably the fight for maintained prices; C. C. Parker, of Los Angeles, who has raised bookselling to the rank of a profession.

Censorship of Spirits

ALL books on spiritualism have been barred from the Berkshire Athenaeum by the Librarian, Harlan H. Ballard, who says they are unfit for public reading. In a paper read today to the Massachusetts Library Club on "The Psychology of Spiritualism" Mr. Ballard told how to out-ouija the ouija board.

"Cover the alphabet upon a ouija board," he said, "with a sheet of cardboard upon which numerals instead of letters are written in no regular order, let the machine be operated in the usual manner and write down the several figures at which the pointer comes to rest. Then copy in the same order the underlying letters which correspond with those figures, and if you get an unmeaning jumble of letters the foolishness of the device as a means of spirit communication will be evident to the blindest devotee.

Mr. Ballard said that mediums had card indexes giving facts regarding prospective clients and added:

"They used to work upon the longing of bereaved parents to communicate with their dead children. Since the war they have descended to the more heartless plan of informing such parents of the agonizing desire of their dead children to speak to their fathers and mothers."

Among the Publishers

A Week's Gleanings of Book-trade News

GILBERT K. CHESTERTON, according to reports, is going to write another series of Father Brown stories.

MRS. A. M. W. STIRLING is writing the life of her brother, William de Morgan. It will be published by Thornton Butterworth in England.

THE George H. Doran Company has purchased Mary Roberts Rinehart's first seven novels.

JOHN MURRAY, the English publisher, will shortly publish a new "Etymological Dictionary of Modern English" by Professor Ernest Weekley. This work has two special features: its vocabulary is much larger than any other book of the kind, and it pays special attention to colloquialisms.

THE Atlantic Monthly Press brings out this week a volume of "comment on schools, school people, and other people," "Shackled Youth" by Edward Yeomans. Parents who feel that the "educators" have not yet learned the whole secret of educating will listen the more readily to Mr. Yeoman's opinions, perhaps, because he is not a technical educator but a manufacturer of steam-pipes, who enjoys sailing a boat and playing the cello.

ISAAC F. MARCOSSON, whose "An African Adventure," an account of his recent trip to South and Central Africa, will be brought out by John Lane in England in June, has sailed for England. Later he will go to Germany, Austria, Poland and Czecho-Slovakia. He will gather material for a series of magazine articles which will be published later in book form. Arrangements are now being completed for the publication of "An African Adventure" in France and Belgium next winter.

A LITERARY mystery has been laid, writes *The Double Dealer*. Laura Blackburn, for years has been a valued contributor to B. L. T.'s column of sense and nonsense in the *Chicago Tribune*. Her specialty has been dainty lyrics, remote little echoes of Keats and Shelley, but thoroly feminine. Recently, the Bookfellows published Laura's lyrics in a book, and announced a public dinner at which Laura would be present. A throng of admirers turned out, including a number of extremely curious male persons who had been ravished by Laura's chaste passion. . . . She was called upon to speak. Whereupon up rose the two hundred-odd pounds of Charles G. Blanden, and bowed without a simper. Charles G. Blanden is Laura Blackburn.

J. B. LIPPINCOTT Co. publishes this week, Grace Livingston Hill's new novel, "The Tryst."

HEINEMANN will publish a collected edition of the works of Max Beerbohm. The edition will be limited to 750 copies and issued in three sections. The first volume of each set will be numbered and signed by Mr. Beerbohm.

THE JOHN C. WINSTON COMPANY will issue new editions of *The International Handbooks of Practical Information*, comprising 22 titles of books on business, farming and mechanical subjects written in non-technical language. The books were formerly issued by the International Correspondence School under the title of the *I. C. S. Handbooks*. They are to be made in better form and to have attractive jackets printed in colors.

THE MACMILLAN COMPANY issued recently the first six volumes in the American edition of the *Peeps at Many Lands Series*. How many older folk remember the "Peeps," in their gay binding, sometimes with pockets full of pictures in the back cover, coming from England when they were young? There have been all sorts of Peeps, even to those at Postage Stamps. This American Series takes the best written studies of great countries, combines two in each volume, brings the information up to date, and issues them in the same attractive binding, with the same profusion of color plates, at a much lower price.

AS FREDERICK O'BRIEN'S new book, "Mystic Isles of the South Seas," (*Century*) appears (in which he tells of immortal days spent on Tahiti) he, hapless man, is barred from that lovely isle. Unless he would pay fr. 10,000 with legal trimmings in a considerable additional sum to salve the wounded sensibilities and damaged fame of one Captain Joseph Winchester, schooner skipper of the Dangerous Islands and the Marquesas group. The strong-flavored yarn which conveys Mr. O'Brien's impressions of a person called "Lying Bill Pincher," in the second chapter of "White Shadows in the South Seas," was too much for Captain Winchester's equanimity. In his complaint he alleges, despite the fact that the surname of the Captain in "White Shadows" was Pincher, and not Winchester, that nevertheless he was there presented so clearly that those who had read "White Shadows" and who knew him laughed in his face. But if the original does not like his alleged "pickcher" in "White Shadows," what will he think of the full length portrait of this same Lying Bill in the new book, "Mystic Isles of the South Seas"? It ought at the same rate be worth a round sum.

Communications

The Best Twelve?

Editor, PUBLISHERS' WEEKLY:

Your issue of April 30th contains an interesting list of the best twelve novels of recent years compiled by Mr. Frank Shay. This should prove an asset to booksellers in dealing with customers who really want good and permanent things. But I, for one, cannot accept this list as final, even with Mr. John Weaver's revisions, unless I am permitted to include at least the following five supremely great works of fiction:

The Egoist. George Meredith.
War and Peace. Tolstoi.
The Revolt of the Angels. Anatole France.
Of Human Bondage. Somerset Maugham.
The Man of Property. John Galsworthy.

At least two of these are greater surely than any of those in Mr. Shay's list except "Crime and Punishment," "The Way of All Flesh," and "Jean Christophe."

I wonder what other booksellers think about this important matter?

Yours sincerely,
ADELAIDE GARDES.

May 4th.

India's Interest in America

Ahmedabad, "Bombay Presidency," India,
17th March, 1921.

Editor, PUBLISHERS' WEEKLY:

These lines are for your very kind consideration.

I have been always a great admirer of American literature which I hold to be embodying sound knowledge, highest instruction, and real worth. This admiration for American literature has led me to believe that India's progress can be accelerated greatly by the impetus given by American literature. Consequently, I have decided to open business with American publishing firms as sole agent for their publications in India. Thus, I need indispensably for my business requirements a journal supplying the materials your journal, viz., the PUBLISHERS' WEEKLY purports to deal with, and would like very much to have a look at a copy.

I remain dear sir,
Yours faithfully,
(Signed) MEHERJIBHAI M. RATURA.

Vesey Street Now a Book Center

49 Vesey St.,
NEW YORK, MAY 8th, 1921.

PUBLISHERS' WEEKLY:

Davis' Book Store has removed to the Davis building, No. 49 Vesey Street, New York. Part of the building has been taken by the Truth Seeker Company, the well-known publishers of occult works. This section of New York was formerly one of the centers of the book business, but has declined in later years, but quite recently it has virtually again become one of the main centers of books and

literature. Within five minutes' walk there are a great many of the leading booksellers and publishers: The Mendoza Book Co., the founder of the firm a shining light in the book-trade; the dealer in sets and rare books, Mr. H. Marks, with his famous assistant, Al. Brown; the firm of Sherwood, dealers in new books; the great firm of McDevitt-Wilson, with two stores; the genial bookseller, Mr. Goldstein; the well-known publishers, Dick & Fitzgerald; the enterprising house of Thoms & Erons, whose daring will lead them to the top; the old Davis Bookstore; the Truth Seeker Company, and a number of publishers of Catholic books in Barclay Street, not to forget the great newspapers and periodicals: *Nation* and *Evening Post*, with its famous witty reporter, Mr. Morley. Truly this combination has made Vesey Street a center of literature not only of New York but of the United States, especially as the subway, elevated and surface cars form such easy access.

R. DAVIS.

Periodical Notes

The Librarian and Book World, a monthly now ten years old, will be published in future by Sampson Lowe, Marston and Co., Ltd., who will also control the advertising. It will contain a digest of all the most important item of news of special interest to librarians throuout the world.

ON APRIL 30 the Ontario Legislature unanimously passed a resolution that all Hearst publications should be excluded from circulation in Canada and that the Federal Government take immediate steps to that end. Premier Drury commenting on the resolution said that while no doubt all lamented the mischief done by these papers he doubted the advisability of interference.

The Lancet, the oldest medical journal in the world, founded in 1823, will hereafter be published by the Oxford University Press. It is a weekly, subscription price, \$12. Subscriptions to be mailed to American addresses should be sent to the Oxford University Press, 35 West 32nd Street, New York. Editorial communications should be sent to Oxford University Press, Amen Corner, London, E. C., England.

Personal Notes

ARTHUR BRENTANO, head of Brentano's, has left for his customary summer trip to Europe.

ALFRED A. KNOPF sails May 17 for England on the "Carmania." He will spend the summer in England and on the Continent.

Business Notes

SHELBY, N. C.—Dellinger's Book and Art Shop, a new firm, has recently become incorporated.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adler, Felix

The revival of anti-Semitism. 14 p. O '21 N. Y., Am. Ethical Union, 2 W. 64th St. pap. 10 c.

Aeschylus

The Agamemnon of Aeschylus; tr. from the Greek text of Sidgwick by Marion Clyde Wier. 59 p. O c. '20 Ann Arbor, Mich., C. W. Graham pap. 75 c.

Allen, Frederick James

A guide to the study of occupations; a selected critical bibliography of the common occupations with specific references for their study. 8+183 p. O c. Cambridge, Mass., Harvard Univ. \$2.50 n.

Atkinson, Minnie

Hinckley Township; or, Grand Lake Stream plantation, a sketch. 122 p. pls. O [c. '20] Newburyport, Mass., Newburyport Herald Press \$2.50

Baker, Ray Palmer

A history of English-Canadian literature to the confederation; its relation to the literature of Great Britain and the United States. 211 p. (3 p. bibl.) D '20 c. Cambridge, Mass., Harvard Univ. \$2.50 n.

Baker, Sara Josephine

Healthy babies. 209 p. il. S c. '20 Minneapolis, Minn., Federal Pub. Co. \$3

Healthy children. 230 p. il. S. '20 c. '21 Minneapolis, Minn., Federal Pub. Co., \$3.

Healthy mothers. 187 p. il. S. c. '20 Minneapolis, Minn., Federal Pub. Co. \$3

Baldwin, Charles W.

Geography of the Hawaiian Islands; rev.

ed. 131 p. il. pls. maps D '20 c. N. Y., Am. Book Co. 72 c. n.

Ballentine, Frank Schell [Craig MacCame-line, pseud.]

Science and Scripture health; the new medicine (moral and preventive). 151 p. D [c. '20] Detroit, Mich., Craigie Pub. Co. \$3; mor. \$6

Bates, Sylvia Chatfield

The golden answer. 289 p. D c. N. Y., Macmillan \$2 n.

The story of a writer, a child and a girl.

Beck, Minna McLeod

Better citizenship through art training. 109 p. D c. Chic., McClurg \$1.25 n.

Bingham, Hiram

An explorer in the air service. 260 p. il. O c. '20 New Haven, Ct., Yale Univ. Press bds. \$10 n.

Black, Hugh

Lest we forget. 224 p. D c. N. Y. and Chic., Revell \$1.50 n.

Bliss, Daniel

The reminiscences of Daniel Bliss, ed. and supplemented by his eldest son. 11+259 p. pls. pors. D [c. '20] N. Y. and Chic., Revell \$2.25 n.

Bloomfield, Maurice

Studies in honor of Maurice Bloomfield, Professor of Sanskrit and Comparative Philology in the Johns Hopkins University, Baltimore, Md. 312 p. por. O c. New Haven, Ct., Yale Univ. Press \$6 n.

Act (The) to regulate commerce, and supplemental acts. 7+248 p. O '20 c. '15, '20 Chic., La Salle Extension Univ. pap. \$2 n.

Autenreith, Wilhelm

Laboratory manual for the detection of poisons and powerful drugs; auth. tr. by William H. Warren. 5th ed., rev. 15+342 p. il. O c. Phil., Blakiston \$3.50 n.

Atterbury, William Wallace

Where our railroads stand today; is their credit basis yet sufficient?; how can pre-war personal effi-

ciency be restored?; an address delivered before the members and guests of the Harrisburg, Pa., Chamber of Commerce, Sept. 29, 1920. 19 p. O n. d. Harrisburg, Pa., Chamber of Commerce pap.

Barrows, Frank E.

Investigations of the chemical literature. 40 p. O '21 [N. Y., Pennie, Davis, Marvin & Edmonds, 35 Nasau St.] pap. gratis

Bergey, David Hendricks

Principles of hygiene; 7th ed., thoroly rev. 556 p. il. O '21 c. Phil., Saunders \$5.50 n.

Bridgman, George B.

The book of a hundred hands [on drawings of hands]. 175 p. il. Q c. Pelham, N. Y., E. C. Bridgman bds. \$7.50 n.

Brown, Rollo Walter, comp.

The writer's art by those who have practiced it. 15+357 p. D '21 c. Cambridge, Mass., Harvard Univ. \$2.50 n.

Brues, Charles Thomas

Insects and human welfare; an account of the more important relations of insects to the health of man, to agriculture, and to forestry. 12+104 p. il. maps diagrs. O '20 c. '21 Cambridge, Mass., Harvard Univ. \$2.50 n.

Bruno, Guido

Fragments from Greenwich Village. 120 p. il. D c. N. Y., [Author], P. O. Box 1, Sta. D bds. \$2 (priv. pr.)

Sketches and essays on "Diogenes in our village," "Fire in Bruno's garret," "The 'little theater' pest," etc., picturing Greenwich Village as up-town people like to see it.

Sentimental studies; stories of life and love. 31 p. S [c.'20] N. Y., [Author] bds. \$1

The sacred band, a litany of ingratitude. 48 p. il. pors. S '21 c. N. Y., [Author] bds. \$1.10

Burke, Edmund

Burke on conciliation with the colonies. 104 p. front. S '20 Bost., Allyn & Bacon 50 c. n.

Burton, Ernest De Witt

A critical and exegetical commentary on the Epistle to the Galatians. 89+541 p. (7 p. bibl.) O (The international critical commentary) '20 c. N. Y., Scribner \$4.50 n.

Carpenter, Frank George

South America [rev. ed.]. 399 p. col. front. il. maps D (Carpenter's new geographical readers) [c. '99-'21] N. Y., Am. Book Co. \$1 n.

Castle, William Ernest

Genetics and eugenics. New ed. 403 p. il.

pls. O '20 c. '16 Cambridge, Mass., Harvard Univ. \$3 n.

Chapin, Howard Miller

Rhode Island in the colonial wars; a list of Rhode Island soldiers and sailors in King George's war, 1740-1748. 38 p. O '20 Providence, R. I., R. I. Historical Soc. \$2.25; \$3

Christianity in a new world [ed. by Prof. E.

D. Burton]. 226 p. D [c. '21] Phil., Judson Press \$1.25

Twelve representative Baptists discuss such theses as: Can business be Christian? Can a nation be moral? Can Baptists co-operate? How shall we think of tradition.

Clark, Ruth

Anthony Hamilton; his life and works and his family. 12+362 p. front. (por.) por. O '21 N. Y., J. Lane \$6 n.

The story of the adventurous life of the author of "Memoirs of Count Grammont."

Clary, Rev. Amos

The queen of hearts—mother. 88 p. D [c. '21] Bost., Roxburgh Pub. Co. \$1.35

A tribute to all mothers, with a message for sons and daughters.

Cowan, Harold E., and Loker, Harold W.

Exercises in business practice. 101 p. forms O Bost., Ginn pap. 56 c. n.

Crane, Frank

The Crane classics. 10 v. 320 p. per v. D [c. '20] N. Y., W. H. Wise & Co., Inc., 50 W. 47th St. \$26; Artcraft \$36

Cunningham, Ebenezer

Relativity, the electron theory and gravitation; with diagrams. 2d ed. 8+148 p. O (Monographs on physics) '21 N. Y., Longmans, Green \$3.50 n.

Daly, Arnold

The dominant male [short plays]. 103 p. c. N. Y., Moffat, Yard \$1.50 n.

Borton, Francis S.

The call of California, and other poems of the west. 4th ed., rev. and enl. 61 p. il. S '21 c. '17-'21 Riverside, Cal. [Author] pap. 50 c.

Boyd, Mark Frederick

Practical preventive medicine. 352 p. il. O c. '20 Phil., Saunders \$4 n.

Brooks, Alfred H., and Martin, George C.

Gold, silver, copper and lead in Alaska in 1919; mines rept.; "Mineral Resources of the U. S., 1919, pt. 1. 227-233 p. O '21 Wash., D. C., Gov. Pr. Off. pap.

California State Mining Bu.

Summary of operations California oil fields; monthly chapter, sixth annual rept. of the State Oil and Gas Supervisor. 40 p. fold. chart O '21 San Francisco, Cal., State Mining Bu. pap. gratis

Carnegie Inst. and Carnegie Library of Pittsburgh

Handbook 2d ed. 60 p. il. port. plans Q ['21] Pittsburgh, Pa., Carnegie Lib. pap. 35 c.

Clark, Austin H.

Reports on the crinoids, ophiurans, brachyura, tanaidacea and isopoda, amphipods and echinoidea of the Barbados-Antigua Expedition of 1918. 121 p.

pls. (2 p. bibl.) O (Univ. of Iowa, studies in natural history, v. 9, no. 5; 1st ser. no. 45) '21 Iowa City, Ia., University of Ia. pap.

Colorado Bu. of Mines

Mine safety standards. 19 p. O (Colo. Bu. of Mines bull. no. 9) '20 Denver, Colo., Colo. Bu. of Mines pap. gratis

Colorado Mountain Club

The high peaks of Colorado. 2 p. O n. d. Denver, Colo., Colo. Mountain Club 3120 W. 23 Ave. pap. gratis

Comfort with economy in heating. 51 p. il. Q n. d. N. Y., Richardson & Boynton Co. [260 Fifth Ave.] pap. gratis

Courtis, S. A., and Shaw, Lena A.

Student's daily lesson book. 246 p. figs. D (Courtis standard practice tests in handwriting) '21 Yonkers, N. Y., World Book Co. pap. 10 c. n.; student's daily record card 3 c. n.

Teacher's manual. 32 p. figs. D (Courtis standard practice tests in handwriting) '21 Yonkers, N. Y., World Book Co. pap. 25 c. n.; Class record, 5 c. n.; measuring scale, 10 c. n.

Dawson, Coningsby William

The kingdom round the corner, a novel; il. by W. D. Stevens. 364 p. pls. D c. N. Y., Cosmopolitan Bk. Corp. \$2 n.

A romantic love story of a man whose former valet achieved military fame and high rank and in after war days faced the likelihood of being forced back to a humble station. Meanwhile he had fallen in love with his former master's fiancée.

Dickinson, Edwin De Witt

The equality of states in international law. 437 p. (18 p. bibl.) O (Harvard studies in jurisprudence, v. 3) '20 c. Cambridge, Mass., Harvard Univ. \$4 n.

Dorrance, Mrs. Ethel Arnold Smith, and Dorrance, James French

Get your man; a Canadian mounted mystery; front. by G. W. Gage. 302 p. D [c. '21] N. Y., Macaulay Co. \$1.75 n.

A stirring Alaska-Yukon tale of an American born Royal Mounted, determined to "get his man," and a woman opposing his one idea.

Drachslor, Julius

Intermarriage in New York City; a statistical study of the amalgamation of European peoples. 204 p. tabs. O (Columbia Univ. studies in history, economics and public law, no. 213) c. N. Y., Longmans, Green pap. \$2.25 n.

Duncan-Clark, Samuel John, and others

History's greatest war; a pictorial narrative by S. J. Duncan-Clark, Hon. Josephus Daniels in a special article on the marines, Gen. John J. Pershing on the American expeditionary forces and Admiral William S. Sims on the navies of the world; with a staff of war trained photographers, foreign representatives and writers of international authority on military and naval maneuvers, geographical conditions, racial, language and religious complications, the food situation and every possible phase of the greatest war in history; containing a rare and elaborate collection of photos from every source, de luxe colorgravures of the war leaders and intense situations and other views, also maps of the continents and the individual countries effected by the war with the formation of new nations. 352+63 p. il. (part col.) pors. (part col.) maps Q [c. '20] Chic., Geographical Pub. Co. \$3.50

Elson, Henry W.

Modern times and the living past. 756 p.

Cowan, M. Cordelia

Bandages and bandaging for nurses. 177 p. il. D c. '20 Phil., Saunders \$2

Dahl, Dorthea

Returning home [short stories] 133 p. O c. '20 Minneapolis, Minn., Augsburg Pub. House \$1

Danielson, Peter Clarian

Læg og lærd, fortelling [layman preaching] 125 p. D '20 c. Minneapolis, Minn., Augsburg Pub. House] \$1.25

Douglass, Harl Roy

The derivation and standardization of a series of

il. pls. maps D c. N. Y., Am. Book Co. \$2.40 n.

Espinosa, Aurelio Macedonio, and Allen, Clifford G.

Beginning Spanish, direct method. 349 p. il. pls. D c. N. Y., Am. Book Co. \$1.32 n.

Finch, Charles Edgar

Everyday civics; community, state, and nation. 19+326 p. il. D [c. '21] N. Y., Am. Book Co. \$1.20 n.

Firkins, Ina Ten Eyck, comp.

Henrick Ibsen; a bibliography of criticism and biography; with an index to character. 80 p. D (Practical bibliographies) '21 N. Y., H. W. Wilson Co. pap. 35 c. n.

Author is reference librarian of the University of Minnesota.

Fitch, Allen Parker

Preaching and paganism. 229 p. D (Lyman Beecher lectureship on preaching in Yale Univ., 46th ser.) c. '20 New Haven, Ct., Yale Univ. Press bds. \$2 n.

Flanagan, Luke

Science in fire fighting. 291 p. D c. '20 N. Y., N. Y. Fire Dept. \$3

Fleming, Mary

Ireland, Broadway and other loves [verse]. 47 p. S c. N. Y., Guido Bruno bds. \$1; \$1.40

Fleming, Sarah Lee Brown

Clouds and sunshine [verse]. 53 p. D [c. '20] Bost., Cornhill Co. bds. \$1.25

Flower, Jessie Graham

Grace Harlowe with the American army on the Rhine. 255 p. il. D (Grace Harlowe overseas ser.) [c. '20] Phil., Altemus \$1

Furuseth, Andrew, and Merritt, Walter Gordon

The open shop, a debate; Andrew Furuseth vs. Walter Gordon Merritt; held at Lexington Theatre, New York City, Mar. 13, 1921. 47 p. D '20 N. Y., H. W. Wilson Co. pap. 50 c. n.

Authors are respectively President of the International Seamen's Union and Counsel of the League of Industrial Rights.

Galdós, Benito Pérez

Mariucha; comedia en cinco actos; ed. with introd., notes, and vocabulary by S. Griswold Morley. 48+195 p. front. (por.) S (Heath's modern language ser.) [c. '21] Bost., D. C. Heath \$1 n.

diagnostic tests for the fundamentals of first year. 48 p. figs. O (Univ. of Ore pub, v. 1 no. 8) '21 Eugene, Ore. Univ. of Ore pap. \$1

Fairbanks, Harold Wellman

Topical outline of geography; developed according to the problem method. 5 v. maps D c. Phil., Blakiston pap. \$2.40 n.

Gregory, Howard Wilbur

A comparison of methods for estimating fat in butter. 11 p. fig. O (Purdue Univ. Agricultural Experiment Station bull. no. 244) '20 Lafayette, Ind., Purdue Univ. Agricultural Experiment Station pap.

Gill, Boyd A.

Perspective delineation. 46 p. pls. O c. N. Y., Architectural Bk. Pub. Co. \$4 n.

Glyn, Elinor Sutherland [Mrs. Clayton Glyn]

Family; il. by James Montgomery Flagg. 314 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Gowdy, Mrs. Elizabeth Thompson, and Thompson, Laura Gere

A gateway into English for Chinese students. 2 v.; v. 1 il. D [c. '20] Bost., Silver, Burdett & Co. 72 c. n.

Grant, Douglas. See Ostrander, Isabel**Greene, Joseph Nelson**

The portrait of the prodigal. 216 p. D c. N. Y. and Cin., Methodist Bk. Concern \$1.50 n.

Gregory, Jackson

Judith of Blue Lake Ranch; il. by W. Herbert Dunton. 8+393 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Guedalla, P.

Supers and supermen [essays]. 253 p. O '21 N. Y., Knopf \$5 n.

Guitteau, William Backus

Teacher's manual to accompany Our United States: a history, by William Backus Guitteau. 76 p. (1 p. bibl.) D [c. '20] Bost., Silver, Burdett & Co. pap. 48 c. n.

Hall, Ray Ovid

Chapters and documents on Chinese national banking. 198 p. O '21 Wash., D. C., William Ballantyne & Sons, 1409 F St., N. W. \$2

Hayden, Ralston

The Senate and treaties, 1789-1817, the development of the treaty-making functions of the United States Senate during their formative period. 16+237 p. (9 p. bibl.) O (Univ.

of Mich. pubs.; humanistic papers) c. '20 Ann Arbor, Mich., Univ. of Mich. \$1.35

Hill, Grace Livingston. See Lutz, Grace**Horace [Quintus Horatius Flaccus]**

Icarian flights; tr. from some of the Odes of Horace; by Francis Coutts and Walter Herries Pollock. 133 p. D '20 N. Y., J. Lane bds. \$2 n.

Hosanna (The), rev. and enl., a song and service book for the Sunday school and home. 346 p. D [c. '20] Brooklyn, N. Y., Church Bk. Shop, 108 Clark St. \$1

Hoyt, Samuel L.

Metallography; 3 v.; v. 2, The metals and common alloys. 462 p. il. O c. N. Y., McGraw-Hill \$5 n.

Irwin, R. B.

Sight-saving classes in the public schools. 31 p. O (Harvard bulletins in education) c. '20 Cambridge, Mass., Harvard Univ. pap. 25 c.

Jackson, Emily [Mrs. F. Nevill Jackson]

Ancestors in silhouette; cut by August Edouart; il. notes and biographical sketches by Mrs. Nevill Jackson, 15+239 p. front. il. pls. pors. Q '21 N. Y., J. Lane \$20 n.

Partial contents; August Edouart and his work; Sir Walter Scott, his friends and contemporaries in Edinburgh and Glasgow; The second exile of Charles X at Holyrood; Bath characters; American citizens, 1839-1849.

Keats House Committee, Hampstead

The John Keats memorial volume; il. with 5 facsms., various pors., 2 sketches, etc. 19+276 p. (7 p. bibl.) Q '21 N. Y., J. Lane \$20 n.

Memorial volume in honor of the Keats' centenary containing tributes from leading present-day poets and prose essays.

King, Henry Churchill

A new mind for the new age. 192 p. D c. N. Y. and Chic., Revell \$1.50 n.

Haines, Lynn

One hundred questions for congressmen. 16 p. D (Searchlight pamphlets, no. 2) '20 c. Wash., D. C., Searchlight Pub. Co. pap. 10 c.

Herndon, John Goodwin

Boyhood days, and other verses. 44 p. O [c. '20] Wash., D. C. [Author.] Rockingham Apartments pap. 50 c.

Horder, Sir Thomas

Medical notes. 12+112 p. S '21 N. Y., Oxford Univ. Press \$2.50

Holden, Worthie Harris

Songs for our pilgrimage. 140 p. il. D '20 c. Wash., D. C., Review and Herald Pub. Assn. \$1

Honeyman, Abraham Van Doren

Handbook of New Jersey law, embracing abstracts of statutes of New Jersey and some federal laws of general interest, together with various principles of business law; also 134 business and legal forms. [Modified edition of author's Manual of New Jersey law, published in 1917] 298 p. D c. Plainfield, N. J., New Jersey Law Jour. Pub. Co. \$2.75

Hood, G. F., and Carpenter, J. A.

Textbook of practical chemistry. 12+527 p. il. O c. Phil., Blakiston \$5 n.

Hospital, Ralph

Special details of field artillery. 112 p. figs. D [c. '21] Menasha, Wis., George Banta Pub. Co. pap. 75 c.

Hyslop, James Augustus

Genotypes of the elaterid beetles of the world; from the Proceedings of the U. S. Nat. Museum. v. 58 O '21 Wash., D. C., Gov. Pr. Off. pap.

K., T.

The great work. New ed. 444 p. D '21 [c. '06] N. Y., R. F. Fenno & Co. \$3; leath. \$5

Kadak, Paul K.

Americky statistika a samopoctar. Skola pre pospolity lud. Vselico o svete, narodoch, krajinach, morach, riekach [Ready reckoner, in Slovak language]. [4th ed.] 328 p. tabs. T [c. '20] Scranton, Pa., [Author] \$1

Kahn, Max

Functional diagnosis, by Max Kahn, in collaboration with Morris Hirsch Kahn and Jacob Rosenbloom; foreword by William J. Gies. 12+382 p. (bibls.) il. diagrs. O '20 c. N. Y., W. F. Prior Co., Inc. leath. \$6 n.

Klein, Julius

The Mesta; a study in Spanish economic history, 1273-1836. 18+444 p. pl. map facsm. O (Harvard economic studies, v. 21) '20 c. '21 Cambridge, Mass., Harvard Univ. \$4 n.

Leavenworth, Annie Crim

Wild geese and other poems. 98 p. D c. N. Y., James T. White & Co. \$1

Leblanc, Maurice

The three eyes; tr. by Alexander de Mattos; front. by G. W. Gage. 315 p. D [c. '21] N. Y., Macaulay Co. \$1.90 n.

Mystery, romance and the supernatural cluster about an old French house.

Little, Arthur D., Inc.

The petroleum outlook. 18 p. diagrs. fold. map Q [c. '20] Cambridge, Mass., [Author] pap. gratis

Longfield, Ellsworth M.

Sheet metal drafting. 236 p. il. O '21 c. N. Y., McGraw-Hill loose leaf or reg., \$2.25 n.

Loughran, Elizabeth W., and Madden, M. R., comps.

Outline study of immigration and Americanization. 19 p. O c. Warren, R. I., Ward McDermott Press pap. 30 c.

Outline study of our foreign policy and the Monroe doctrine. 20 p. O c. Warren, R. I., Ward McDermott Press pap. 30 c.

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]

The tryst; with a front. in col. by Ralph P. Coleman. 350 p. D c. Phil., Lippincott \$2 n.

The eventful romance of John Treeves who, in seeking after God, finds Patty Merrill and helps to clear a mystery.

McGuire, James A.

In the Alaska-Yukon gamelands; introd. by William T. Hornaday; [with photographs by the author]. 215 p. pls. D [c. '21] Cin., Stewart & Kidd \$3 n.

Leng, Charles William

Catalogue of the Coleoptera of America, north of Mexico. 10+470 p. (1 p. bibl.) fold. tab. Q pap. Mt. Vernon, N. Y., J. D. Sherman, Jr., 132 Primrose Ave. \$10 n.

Leshner, Carl E., and Tryon, F. G.

Coke in 1918; "Mineral resources of the U. S." 1918, Pt. 2. O '21 Wash., D. C., Gov. Pr. Off. pap.

Lynas, John C.

A log of the trip around the world on the U. S. A. T. President Grant. 24 p. il. O [c. '20] N. Y., J. M. Dickson, 30 Church St. pap. \$2.50

McAtee, Waldo Lee

Verses. 15 p. D [c. '20] Wash., D. C. [Author] pap. gratis

McGuigan, Hugh

An introduction to chemical pharmacology; pharmacodynamics in relation to chemistry. 12+418 p. O c. Phil., Blakiston \$4 n.

McMechan, F. H., ed.

Nitrous oxide-oxygen analgesia and anaesthetics normal labor and operative obstetrics; a monograph prepared for all those concerned in safer and more

A description of the wild-life and the rugged country on the White River of Alaska and the Yukon Territory, far off the beaten track of the big game hunter.

Mackail, Denis

What next? 293 p. D Bost., Houghton Mifflin \$2 n.

A humorous novel with the plot laid in England.

Manley, Edward

Eight French stories. 223 p. S '20 Bost., Allyn & Bacon 80 c. n.

Martinez Sierra, Gregorio

Cancción de cuna; ed. with direct-method exercises, notes and vocabulary by Aurelio M. Espinosa. 21+142 p. front. (por.) S (Heath's modern language ser.) [c. '11-'21] Bost., D. C. Heath 84 c. n.

Mathews, Albert Prescott

Physiological chemistry; a text-book and manual for students. 15+1154 p. il. diagrs. (1 fold.) O c. '20 N. Y., W. Wood & Co. \$6 n.

Matthies, Bernard H.

The story of the American legion in Connecticut. 125 p. pls. pors. facsms. Q c. '20 Seymour, Ct., [Author] \$3

Mendenhall, Thomas Corwin, ed.

History of the Ohio State University. In 3 v.; v. 1. 29+612 p. pls. pors. facsms. O c. '20 Columbus, O., Ohio State Univ. \$3.50 n.

Money-Coutts, Hugh

The Broads, 1919; with a front. [in col.] by Donald Maxwell [verse]. 27 p. D '20 N. Y., J. Lane bds. \$1.25 n.

Mulford, Clarence Edward

The Bar-20 three; relating a series of startling and strenuous adventures, in the cow-town of Mesquite, of the famous Bar-20 trio—Hopalong Cassidy, Red Connors, and Johnny Nelson; front. by Frank E. Schoonover. 353 p. D c. Chic., McClurg \$1.90 n.

Tells of the "cleaning-up" of Big Creek, in the power of Pecos Kane, proprietor of a crooked gambling joint.

efficient obstetrics and anaesthesia. 97 p. (3 p. bibl.) Q [c. '20] [Columbus, O.] National Anaesthesia Research Soc. 16 Broad St. \$2.50

McMillan, Mary

Massage and therapeutic exercise. 274 p. il. D '21 c. Phil., Saunders \$2.25 n.

McQuillin, Eugene

McQuillin's municipal corporations. 2 v. 1113; 1086 p. O c. Chic., Callaghan & Co. \$20 n.

Martin, George C.

Preliminary report on petroleum in Alaska. 83 p. il. fold. maps O (U. S. Geolog. Survey bull. 719) '21 Wash., D. C., Gov. Pr. Off. pap. 50 c.

Merrick, Mary Virginia

The altar of God; a story book of the mass for children; with a pref by Rev. John J. Burke. 127 p. il. pls. O [c. '20] N. Y., Paulist Press \$1.50

Murphy, Claudia Outgley

Bread—the vital food, illustrated with plates on copper from authentic sources, including a glossary of bread terms, also a selected list of general and historical references to bread. 30 p. il. facsms. O '20 c. N. Y., C. Q. Murphy, 41 Union Sq. pap. 10 c.

Munger, Thomas Laurence

Detroit and world-trade; a survey of the city's present and potential foreign trade and seaboard traffic, and the facilities therefor, with special reference to the proposed St. Lawrence Deep Waterway to the sea; compilations by Frank Howard Evans. 117 p. il. map O [c. '20] Detroit, Mich., Detroit Bd. of Commerce \$1.25

Newton, Joseph Fort, D.D.

Religious basis of a better world order. 183 p. D [c. '20] N.Y. and Chic., Revell \$1.25 n.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]

Poor, dear Margaret Kirby; and other stories. 393 p. front. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap \$1

Sisters; front. by Frank Street. 342 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Noyes, Minna Bertha

Twilight stories. 211 p. il. pl. D [c. '20] N. Y., Parker P. Simmons Co., 112 E. 19th St. 88 c. n.

Ostrander, Isabel Egerton [Robert Orr Chipperfield, Douglas Grant, pseud.]

The crimson blotter. 300 p. D c. N. Y., Robert M. McBride & Co. \$2 n.

A letter warns the police that a certain great philanthropist will die at midnight. They guard every inch of the house and grounds, yet the philanthropist is murdered. Only a crimson stain upon a blotter offers a clue.

The single track; front. by Douglas Duer. 7+290 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Patchin, Frank Gee

The pony rider boys with the Texas rangers; or, On the trail of the border bandits. 255 p. il. D (The pony rider boys ser.) [c. '20] Phil., Altemus \$1

Pratt, Waldo Selden

The music of the Pilgrims; a description of the psalm-book brought to Plymouth in 1620. 80 p. O [c. '21] Bost., Oliver Ditson Co. pap \$1

Ray, Medora Loomis

Lecturas para principiantes [lessons in Spanish]. 176 p. il. S [c. '21] N. Y., Am. Book Co. 92 c.

O'Keeffe, Henry E.

Thoughts and memories. 9+197 p. D '20 c. N. Y., Paulist Press \$1.25

Phelps-Stokes Fund

Educational adaptations; report of ten years' work of the Phelps-Stokes fund, 1910-1920, by Thomas Jesse Jones. 92 p. por. diagr. Q [20] N. Y., Phelps-Stokes Fund. cl., pap.

Powell, Sir Richard Douglas, and Hartley, Percival Horton-Smith

Diseases of the lungs and pleurae, including tuberculosis and mediastinal growths. 6th ed., rev. 10+798 p. il. O c. Phil., Blakiston \$10 n.

Price, George McCready

Back to the Bible; or, The new Protestantism.

Ries, H., and Watson, Thomas L.

Elements of engineering geology. 5+365 p. figs. O '21 N. Y., Wiley \$3.75 n.

Royce, Josiah

Fugitive essays. 429 p. por. O Cambridge, Mass., Harvard Univ. bds. \$4 n.

Russell, A. J.

The Eternity Club and its discovery. 62 p. D '21 Minneapolis, Minn., Powers Book Section pap. 50 c.

Sadger, Isidor

Sleep walking and moon walking; a medico-literary study; tr. by Louise Brink. 10+140 p. O (Nervous and mental disease monograph ser., no. 31) '20 c. Wash., D. C., Nervous and Mental Disease Pub. Co. pap. \$2 n.

Saunders, J. Roscoe

The cross and the reconstruction of the world; mankind's one hope of conquest; introd. by George W. Truett, D.D. 5+241 p. D [c. '20] N. Y. and Chic., Revell \$1.50 n.

Selgas y Carrasco, D. José

La Mariposa blanca; ed. with notes, direct-method exercises, and vocabulary by John M. Pittaro. 7+139 p. front. S (Heath's modern language ser.) [c. '21] Bost., Heath 80 c. n.

Smith, Jean Pauline

The aesthetic nature of Tennyson. 62 p. D N. Y., J. T. White & Co. \$1.25

Purposes to show to what extent the different sense-impressions have appealed to Tennyson.

Stanley, Joe

The altruist [verse]. 192 p. D [c. '20] Bost., Badger \$2 n.

Wead, Lieut. F. W.

Professional questions and answers for naval officers; a complete, concise summary of all naval textbooks and publications, including examination questions. 112 p. diagr. D [c. '21] Menasha, Wis., George Banta Pub. Co. leath. \$3 n.

Yeomans, Edward

Shackled youth; comments on schools, school people, and other people. 138 p. D [c. '21] Bost., Atlantic Monthly Press \$1.60 n.
A plea for the more liberal tendencies in education.

Rev. ed. 235 p. por. D [c. '20] Wash., D. C., Revue and Herald Pub. Assn. \$1

Ransom, Stephen Walter

The anatomy of the nervous system from the standpoint of development and function. 395 p. 11. (some in col.) O c. '20 Phil., Saunders \$6.50 n.

Wright, Mrs. Zara

Black and white tangled threads [novel]. 340 p. front. D [c. '21] Chic. [Author,] 2135 Dearborn St. \$2.50

Young, John R.

Memoirs of John R. Young, Utah pioneer, 1847-41 p. por. O c. '20 Blanding, Utah, [Author] \$1.50

The Publishers' Weekly

62 West 45th Street, New York

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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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"Best Seller" List Encourage Book Buying

The phrase "best seller" has become such a by-word in the book-trade that it is sometimes overlooked that this popular discussion of what is selling brings many people to the bookshops and book counters in order to read and be able to discuss what others are reading. It would be difficult to estimate how many people have picked up copies of "The Four Horsemen of the Apocalypse," "Main Street," etc., simply because they knew they were the "best sellers."

The record of the best sellers was kept for twenty-five years by the "Bookman," and, since it dropped the plan, has been systematically continued by BOOKS OF THE MONTH. Some fifty to seventy-five bookstores fill in monthly inquiries sent them, and the trouble that they take in making this record is a real contribution to the general total of books sold in the country, a contribution to the prosperity of others as well as to the benefit of their own sales by encouraging book discussion and giving publicity to book titles.

The Publishers' Weekly

Rare Books, Autographs and Prints

AN O. Henry Memorial Association has been formed in Pittsburgh for the purpose of erecting a memorial, either a monument or a bronze tablet, to the short story writer who lived in that city in 1901.

Napoleon's writing desk was sold in Vienna a short time ago at public auction for \$45,000, or nearly twice as much as the famous Reilly collection brought at the American Art Galleries last week.

At a recent sale at Sotheby's in London 5,200 letters addressed to Sir Walter Scott, covering the period of 1791 to 1831, in which practically all of the literary men of the time were represented, was sold to Hugh Walpole, the English novelist, for \$7,500.

Rare Americana, including early almanacs, early poetry, books concerning the French and Indian War, the Revolutionary War, New York and Bradford imprints, the early West, Free Masonry, and newspapers and other material concerning New England, will be sold by the Heartman Auction Company, Inc., at Rutland, Vt., May 18.

Mr. Wintenkampf, chief of the Prints Division of the New York Public Library, announces that the sixth in the series of French exhibitions arranged by his division from the Avery collection is devoted to animals in etching and lithography and will be on view thruout May.

The reports from the rare book-trade in Paris differ materially from those reporting conditions in London and New York. In London the supply and demand for rare books continues very heavy. Importations, private sales and auctions continue to bring large quantities of stock into the New York market—much more than appears on the surface. In Paris there is a real scarcity of desirable French rarities, the demand far exceeding the supply. General business conditions continue very unsatisfactory, but rare book prices continue to advance to what seems "profiteering prices" to French collectors.

Wellesley College Library claims the distinction of not only having the largest woman's college library, numbering upwards of 100,000 volumes, but a library rich in rarities as well. It is especially strong in the Renaissance period of Italian literature and includes the best Savonarola collection of books and pamphlets in America and equalled only by two or three libraries in Europe. Some of the Italian manuscripts have extensive annotations by Petrarch. There are fine collections of the first editions of Tennyson, Browning and other Victorian authors and the most complete collection of Ruskin editions on this side of the Atlantic. It has also a valuable collection of German manuscripts of the period of the Reformation.

The current or 839th Caxton Head Catalog is deserving of special mention, as are most of the catalogs that come from this bookshop. It contains 104 pages, 540 lots, many interesting illustrations, all devoted to rarities in the French language, many stamped and armorial bindings with books in other languages in French bindings with an index of previous owners and of the famous French binders represented. The cataloger in his exhaustive descriptions, scholarly notes and complete index has spared no pains to make the catalog of permanent bibliographical value.

The Sidney C. Reilly collection of literary, artistic and historical property relating to Napoleon Bonaparte was sold at the American Art Galleries May 4th and 5th, bringing \$28,473.50. A confidential letter from Lord Eldon to the British Prime Minister giving a legal opinion as to affixing of the Great Seal to the treaty for the perpetual imprisonment of Napoleon and the necessary abrogation of the law of nations signed and dated 1815 brought \$400. The original account book of the provisions supplied to Napoleon's household during his imprisonment at St. Helena, with pencil notes and figures in Napoleon's handwriting brought \$390. This item brought \$930 when previously sold in Paris.

In the death of John Herbert Slater, of London, the rare book world suffers a very great loss. In 1887 he founded and has since edited the now monumental work, the "English Book Prices Current," which in his able hands became an authoritative guide to collectors the world over and the idea has been extensively adopted to meet other needs by other lands. In addition he found time to write nearly a score of other books, mainly bibliographical and concerning phases of book collecting, all showing a wide and accurate knowledge, inexhaustible enthusiasm, and a rare power to make his subjects interesting. Some of these books, for instance, "Early Editions," "Round About Book Stalls," "The Romance of Book Collecting," "Engravings and Their Values," and "How to Collect Books," have been quite as popular in this country as in England and must have had a great influence in increasing interest in book collecting. Many of his books went into several editions and some are now out of print and are not easy to find. Mr. Slater was one of the kindest and most genial of English gentlemen and had a fellow feeling for a collector regardless of what corner of the globe he might hail from. Inquiries from collectors, which in later years were numerous, always brought prompt and exhaustive replies, even when his correspondents were entirely unknown and it took hours of research to obtain the necessary information. His death will be a personal loss to collectors all over the English speaking world.

The sale of the library of O. A. Hawkins, of

Richmond, Va., comprising autographic material, confederate imprints, rare Virginia histories, etc., together with a small collection of miscellaneous Americana, sold at the Anderson Galleries, May 2nd and 3rd, brought \$3,958. Among the few rare items and the prices which they brought were the following: Beverly's "Virginia," London, 1705, fine copy of the original edition, \$52.50; broadside of the Declaration of Independence, large 4to, Philadelphia, 1776, \$610; De Hass's "Indian Wars of West Virginia," Wheeling, 1851, first edition, \$24; an unusually large collection of autographs of the governors of Virginia, from Patrick Henry to Fitz Hugh Lee, not quite complete, 1789-1886, \$195; Sir William Keith's "British Plantations in America," London, 1738, an amplification of Beverly's "Virginia," coming down to 1723, \$36; Lewis and Clark's "Original Journals of the Lewis and Clark's Expedition," edited by Reuben Gold Thwaites, 15 vols., New York, 1904, large paper edition, \$59; John Mercer's "Abridgement of the Public Acts of Virginia," Williamsburg, 1737, \$67.50; Southern Historical Society Papers, 42 vols., 1876-1916, \$47.50; William Steith's "Virginia," Williamsburg, 1747, first American printed history of Virginia, \$40; The *Virginia Magazine*, 26 vols., 1804-1918, \$56; *William and Mary's College Quarterly*, 27 vols., \$72.50; and Riggs' "Journal of a Tour from Lac Qui Parle to the Mirrouri River," with map, Boston, 1841, \$27.50.

The famous collection of 100 illuminated manuscripts formed by Henry Yates Thompson, of London, is being dispersed with a care that shows that the owner is not disposed to take any unnecessary risks. The first part of this collection was sold June 3, 1919, and brought £52,000; the second, March 23, 1920, £77,965. Of the 42 lots still remaining, 15 lots will be sold at Sotheby's, in London, on June 22, leaving 27 lots still to come into the market. The owner calls special attention to two lots: the first a little jeweled and enameled case containing the "Confession of Faith" of Charles V. and meant to be hung from a girdle as seen in the portraits of Holbein and others; the second, a picture of the Battle of Canne, the frontispiece of a 15th century manuscript, which has in Paris been ascribed to the famous Jean Foucquet of Tours. The first eight manuscripts are French and of high interest, two or three of them, the "Antiphoner of Beaupre," the "Lancelot de Luc," and the "Sainte Chapelle Epistolar," being of great rarity, and not, without difficulty, to be matched in any private collection in England or America. Of the seven remaining lots, all remarkable representations of miniature art, seven countries are represented: South Germany, France, Holland, North Flanders, Bruges, Italy and Spain. Of the fifteen lots of printed books all but one were printed before 1501. The earliest is the Mantelin Bible, printed at Strasburg not later than 1461. It is needless to say that this sale, like those that have preceded it, will attract international attention among a few wealthy

collectors and the general result will be watched with interest by all who are interested in rare books.

F. M. H.

Auction Calendar

Monday evening, May 16th, at 8:15 o'clock. Americana from the Arbury Library and from the stock of the late George D. Smith (Part 7). (Items 218.) The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday, May 18th, at 3 o'clock. Rare Americana. (No. 120; Items 191.) Heartman Auction Co., 31½ Merchants Row, Rutland, Vt.

Catalogs Received

Afrique, Amerique, Asie, Europe, Oceanie, Histoire, voyages, Cartographie Philologie, Archeologie. (No. 8; Items 854.) Librairie Chamonal Freres, 20 Rue de Varenne, Paris, France.

Books—rare, curious, Masonic, and miscellaneous. (No. 6r; Items 318.) John Metcalfe-Morton, 1, Duke Street, Brighton, England.

Books suitable for private libraries or for presentation and a selection of good remainders. (Items 296.) James Thin, 54, South Bridge, Edinburgh, Scotland.

Choice and interesting books. (No. 265; Items 631.) Holland Bros., 21, John Bright Street, Birmingham, England.

Choice, old and rare books. (Part II.) (No. 103; Items 977.) Pickering & Chatto, 40, Panton St., Haymarket, London, S. W. 1, England.

Das Schone Buch. (No. 4; Items 359.) Alfred Lorentz, Kurprinzstrabe 10, Leipzig, Germany.

Greek and Latin classical literature, including texts, translations, and commentaries published in the 16th and 17th centuries. (No. 187; Items 3302.) James Thin, 54 South Bridge, Edinburgh, Scotland.

Miscellaneous books, Cook's Famous Voyages, Picart's Religious Ceremonies, Macklin's Engraved Bible, etc. (No. 9; Items 527.) Albert Britnel, 815 Yonge Street, Toronto, Canada.

Oriental books. (No. 7; Items 1676.) George Salby, 65 Great Russell Street, London, W. C. 1, England.

Rare Americana. (No. 933; Items 752.) C. F. Libbie & Co., 78 Bedford St., Boston 10, Mass.

Rare books, illuminated manuscripts, autograph letters and documents, original drawings, etc. (No. 226; Items 264.) Myers & Co., 59 High Holborn, London, W. C. 1, England.

Rare and interesting books. (No. 42; 2216.) Reginald Atkinson, 188 Peckham Rye, London, S. E. 22, England.

Scarce and interesting books selected from recent purchases. (No. 56; Items 667.) William J. Campbell, 1731 Chestnut St., Philadelphia, Pa.

Standard sets and other books. (Items 201.) Thoms & Eron, 34 Barclay Street, New York City.

L'Art Anciens S. A. (No. 3; Items 429.) Librairie Et Maison D'Antiquities, 7, Piazza Giardino, Lugano, Switzerland.

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We have just issued a catalogue containing 4000 items pertaining to some very scarce Americana. Mailed free on application.

D. Appleton & Co., 29 W. 32d St., New York
Copies of the Bailiff of Tentsbury, by C. E. D. Phelps and Leigh North, McClurg.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y.

And They Thought We Wouldn't Fight, Floyd Gibbons.

South Sea Idylls, Stoddard.
Leslie's Boys' and Girls' Weekly.
Leslie's Boys of America.
Hatton, Years of Iscretion.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

Montaigne, Hazlitt translation.

Terhune's Stories of Bruce.

Terhune's Lad a Dog.

Anatole France, 19 volumes, cloth.

La Rousse Encyclopedia.

Yale Chronicles, 50 volumes.

Larned's History for Ready Reference.

Birds of the Bible, by Porter.

The Ayrshire Homes and Haunts of Burns, by Shelley.

Poets' Homes, by Gillman.

Associated Students' Store, Berkeley, Cal.

Whitney, Sanskrit Grammar.

Ricardo, Works of Ricardo, McCulloch ed., Murray & Evenden.

These books are reported out of print.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Norway by A. C. Black.

Shakespeare's England, W. Winter.

Abelard and Eloise.

Rabelais, 5 vol.

Mind and Brain, Elmer Gates.

William M. Bains, 1213 Market St., Philadelphia

Petre, Revolutions in Civilization.

Wesselhoëft, Olch.

Rough the Miser.

Baker & Taylor Co., 354 Fourth Ave., New York

Ford, Scotch-Irish in America.

Barnie's Bookery, 727 E., San Diego, Cal.

The Two Babylons.

C. E. Barthell, 336 South State St., Ann Arbor, Mich.

Thorington, Ophthalmoscope.

Mummary, Microscopic Anatomy of the Teeth.

Gould & Pyle, Anom. and Curio. of Medicine.

Shufeldt, Human Form.

Parson's Pathology of Eye.

Ames & Smith, Cases Torts, Pound edn.

Kale, Cases Future Interests, 1917.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Story of the Outlaw, by Hough.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.

Commercial Code, At.

Pocket Edition Western Union, Liebner's.

Any American-Foreign Language Code.

T. I. Biddle, Ann Arbor, Michigan [Cash]

Davis, Applied Anatomy.

Piersol's Anatomy, Single or Double Vol. Ed.

Spalteholz, Atlas Anatomy, English or German.

Oppenheim, Nervous Diseases, Eng. or German.

Hall's Adolescence.

Schermerhorn, Essentials of Tort Actions.

Gwathmey, Anaesthesia.

Hewitt, Anaesthesia.

Ellis, Psychology of Sex.

MacLeod, Pathology of Skin.

Bobbs-Merrill Co., Indianapolis, Ind.

Open House, Baker & Taylor edn., by Juliet Wilbor Tompkins.

Ever After, by Juliet Wilbor Tompkins.

The Booklist, 78 E. Washington St., Chicago

Galton, Art of Travel, Murray.

Book Supply Company, 231 West Monroe St., Chicago

Lentala of the South Seas, W. C. Morrow.

Brentano's, 5th Ave. and 27th St., New York

Dugmore, Camera Adventures in African Wilds.

Neuman, H. A., Hunting in East Equatorial Africa, London, 1898.

London Country Life, June 7, 1919, no. 1170; July 5, 1919, no. 1174; July 19, 1919, no. 1176.

Adams, Conquest of the Tropics.

Nature's Finer Forces, Prasad.

Old Home Week, Naylor.

Wooing and Weddings in Many Climes, Miln.

Napoleon, Watson.

Set of Browing in 9 vols., bound in yellow cloth.

The Waif, Francois.

Gem of the East, Savage.

Life and Times of Fred'k. Douglas.

Caravaners.

Maker of Moons, Chambers.

Wings of the Dove, 2 vols.

Golden Bowl, 2 vols.

In Defence of Women, Mencken.

Philosophy of Fred'k. Nietzsche, Mencken.

Life of Florence Nightingale, Tooley.

Who Lies, Blum.

Another Man's Shoes, Bridges.

Sam Lovell's Camps.

Beyond the Mississippi, Richardson.

Legends of City of Mexico, Janvier.

Fair God, Wallace.

On Trail Spanish Pioneers, Garcis.

Saddle and Camp in the Rockies, Wallace.

Land of Enchantment, Whiting.

Cactus and Pine, Hall.

Perfumery: Its Manufacture and Use, Norfit.

Wood and Stone, Powys.

The Doll Book, Starr.

Baby Bird Finder, Cumming.

The True and the False.

Smith's Work, ed. by Whitley.

Visions and Revisions, Powys.

Modern Conception of God, Leighton.

Captain Craig, red ed. also Ancient Ltd. ed., Robinson.

Standard Oil Issues Statistics, Pforzheimer.

T. E. Beam Complete.

Bard of Dimbovitza Vacaresco.

Passing of Great Race, Grant.

On Sovereignty, Bliss.

Arch Clavering Gunter.

Clavering Miss Turnbull.

Arch Clavering Balleho Bey.

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Select Historical Documents, Henderson.

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Clipper Ship Era, Clark.

Door Without a Key, Hamilton.

Love Laughs Last, Tallentyre.

Bassett, Tallentyre.

European Univ. of Middle Ages, Roshdall.

History of Education in Indiana, Borne.

Manual of Mutual Instruction, Russell.

Wandering Heath, Couch.

Madame Recamier and Her Friends, Williams.

The Clerque Salon.

Handbook for Diplomatic Hist. of Europe, Asia,

and Africa, Anderson & Hershey.

Imperial Marriage.

Miser Horley's Secret.

My Lost Self.

Mystery of Mortimer Strange.

Old Mill Mystery.

Milly and Olly, Ward.

BOOKS WANTED—Continued

Brentano's—Continued

The Serpent Palver, Avalon.
 Universal Cambist, Keely.
 The Betrayal.
 Mischief Maker, Oppenheimer.
 Golden Triangle, Le Blanc.
 Woman of Mystery, Le Blanc.
 Government Cases, Hanshew.
 The Man of Forty Faces.
 Snower Up, Castleman.
 Father Goose, Baum.
 Archko volume.

Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.

Shelley Works, Scribner Edition.
 Dawn of Day, Nietzsche.
 A Compendium of Spherical Astronomy, S. Newcomb, Macmillan.
 Vice Versa, R. L. Stevenson.
 Autobiography of James Finney.
 Reminiscences of the South Seas, La Farge.
 Rape of the Lock, illustrated by Beardsley.
 Cogswell, The Regicides.
 Autobiography of James Finney.
 Shelley's Poems, Scribner Edition.
 Roll Call of Honour, Quiller-Couch.
 Ancient Constitutions of Freemasonry, James Anderson (1723 ed.).
 Signs and Symbols of Freemasonry, Dr. Geo. Oliver.
 Illustrations of Masonry, Wm. Preston.
 History of Freemasonry in York, Wm. J. Hughan.
 Old Charges of British Freemasons, Wm. J. Hughan.
 Historical Landmarks and Other Evidences of Freemasonry Explained by Dr. Geo. Oliver.
 Ahiman Rezon (The Constitution of Freemasonry), Laurence Dermott.
 Lowrie's History of Masonry, Alexander Lowrie.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Montaigne's Essays, Everyman lib., cloth, vol. a.
 Degeneracy: Its Causes, Signs and Results, by E. S. Talbot.
 Nature, February 17th.
 Patient Observer, by Simeon Strunsky.
 Brotherly House by Grace Richmond.
 Classic Point of View.
 Goode's Commercial Geography.
 How to Argue Successfully, by McPherson.
 Bertie Lee (old book).

E. Herrick Brown, 50 North King St., Honolulu, Hawaii

Hawaiian Yesterdays, Lyman.
 Hawaiian Folk Tales, Thrum.
 The Islander, 1870.
 Indian Dust, John Lane.
 Phantasms of the Dead.
 Untrodden Fields of Anthropology.
 Esther Waters, Geo. Moore.
 Andrew's Hawaiian Dictionary.
 Profit Sharing, H. Davison.
 Painted Veils, Geo. Moore.

Foster Brown Co., Ltd., 472 St. Catherine St. West, Montreal, Can.

Jurgen by Cabell.
 Sutton, Volumetric Analysis.
 Eckhardt, Canadian Banking System.
 Rashdall, The Universities of Europe in the Middle Ages, 2 volumes.
 Henry James, The Golden Bowl.
 Woman, Her Position, Influence and Achievement Throughout the Civilized World, designed and arranged by W. C. King.
 Ibsen, Letters of Launik and Monson.
 Owsley, The Opinion Shop.
 Hefferman, The Globe Trotter.
 Henderson, Locomotive Operation.
 Samuel G. Camp, The Fine Art of Fishing.
 The Pilot Fish; a story which ran in the Saturday Evening Post some years ago.
 Marven and His Boy Hunters.
 Bowman, Esperaiza.

Brown University Library, Providence, R. I.
 De Vinne, T. L., Correct Composition, Century, 1904.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
 Blennerhasset, Pidgeon.

Fanny Butcher, 75 E. Adams St., Chicago
 From Broom to Heather, Hatfield.
 Austin Dobson, Old World Idylls, several.
 Motley Measures, Bert Leston Taylor.
 Arabian Nights, Burton.
 Pistols for Two, Mencken, 2 copies.
 Cabell, 1st eds.

Campion & Co., 1313 Walnut St., Philadelphia
 Homilies of Science, Dr. Carns.
 Eighteen Capitals of China, Geil.
 House of Souls, Machen.
 Hill of Dreams, Machen.

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 Herndon's Lincoln, 3 vols.
 Thayer, Life of Cavour, 2 vols., large 8vo.
 Stevenson's Works, Thistle ed., 27 vols.
 Shakespeare, Cambridge ed., 9 vols.
 Shakespeare, Larger Temple ed., 12 vols.
 Plato, Dialogues of, 5 vols., 2nd or 3rd ed.
 Peppy's Diary, 9 vols., Bohn.
 Morier, Hajji Baba.
 Menpes, Whistler as I Knew Him, 1904.
 Jackson, The Eighteen Nineties.
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 Tarr, Physical Geography of N. Y. State.
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 Back Numbers or Volumes of Theatre Magazine.
 Art Treasurer of America, volume 7, Geo. Barrie, Philadelphia.

A. C. McClurg & Co., 218-224 South Wabash Ave., Chicago, Ill.

Gayarre, History of Louisiana, 4 vols.
 Shakespeare, Facsimile Folio Edition, Oxford.
 Peattie, The Mountain Woman.
 Jone, Grammar of Ornament.

McDevitt-Wilson's, Inc., 30 Church St., New York

Elizabeth Millen, City of Delight.
 English-Spanish, Spanish-English Technological Dictionary, Ponce de Leon.
 Haggard, Dawn.
 Haggard, Spirit of Bambatse.
 Haggard, The Brethren.
 Buttner, Fleshless Diet.
 Scott Cummins, Rexworth Mystery.
 Lea, Book of Shells, 2 vols.
 Lossing, Field Book of the Revolution.
 Stryker, The Battles of Princeton and Trenton.
 Willis, Our Philippine Problem, Henry Holt.
 Sanford, Manual of Color.
 Debaters Handbook Series, Commission Plan of Municipal Government, Robbins edition, 1912.
 Kaloolah, Dr. W. S. Mayl.
 Macaulay's Critical and Miscellaneous Essays, vols. 1 and 2, new, revised edition, 1895, Appleton.
 Tassin, Magazine in America.
 Maine, Village Community of the East and West.
 Grenfell, A Man's Helper.
 Barker, Prunella.
 Lamenais, Words of a Believer.
 Comfort, Midstream.
 Balzac, Complete set, Barrie Edition.
 Millman's History of Christianity, 3 volumes.

BOOKS WANTED—Continued

McDevitt-Wilson's, Inc.—Continued

Gibbins Co. Edition Shelton's Translation Don Quixote.
 Monetary Times, January-June, 1917, volume 58, 1-26 inclusive (no index); September, 14, 1917, volume 59, 11 single issues; April 5, 1918, volume 60, 14 single issues; also index to volume 64, January-June, 1920.
 Hillcrest edition of Mark Twain's Tom Sawyer, Huckleberry Finn and Life on the Mississippi.

Newman McGirr, 39 S. 19th St., Philadelphia
 Brewster, Birds of Cambridge Region.
 Huttman's Cigar Divan Chess Leaflets, London, 1840-41, The Palamede, Curious Chess Problems, etc.
 Keppel, The Golden Age of Engraving.
 Memoirs Lorenzo da Ponte, French or Italian.
 Catalog Exhibition Old Amer. Silverware, Boston.

R. H. Macy & Co., Herald Sq., New York
 Senator Coke's Oration on Chief Justice John Marshall.
 The Powder Puff by Blei, pub. by Duffield.
 Lady Peggy Leaves Town, by F. A. Mathews, pub. by Moffat, Yard.
 Photoplay, a psychological study, by Hugo Munsterberg, Appleton.
 Crowds, by J. S. Lee, pub. by Doubleday, Page.
 In Powder and Crinoline, by Quiller-Couch, ill. by Kay Nielson, pub. by Doran.
 1000 Places to Sell Manuscripts, pub. by the Editor Co.

Henry Malkan, Inc., 42 Broadway, New York
 Abbott, Archaeologia Nova Cesarea.
 Bingham, The Philadelphian.
 Colden, History of the Five Nations, 2 vols.
 Cobb, Story of the Palatines.
 Criticism of the Boston School Work on the Rule of Balance by Prof. Smith.
 Drew (Daniel), His Book.
 Ellis (Havelock), Psychology of Sex, complete set.
 Holmes, Stone Implements Potomac, Chesapeake Tidewater Province.
 Moorehead, Stone Age North America.
 Niebuhr (Barthold G.), Anything by him.
 Palmer, History Lake Champlain.
 Stone, Life of Brant and Johnson.
 Reid, The Mohawk Valley.

T. A. Markey, care Builders' Exchange, Cleveland, O.
 A King in Yellow, Robert W. Chambers.
 Tracer of Lost Persons, Robert W. Chambers.
 Maker of Moons, Robert W. Chambers.

Martin & Allardyce, Room 23 Appleby Bldg., Asbury Park, N. J. [Cash]
 History of Belfast, Me., vol. 1.
 Town Histories Containing Family Registers.

J. L. Mason, 308 Hill St., Sewickley, Pa.
 Detective Stories Magazine, February 10, 1920, containing "Under the Tulips," by May Edgington.

Methodist Book Concern, 150 Fifth Ave., New York
 What a Boy Saw in the Army, Rev. Jesse B. Young, pub. Hunt & Eaton.

W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.

Webster's Condensed Dictionary, Merriam; must have 794 pages.

Edwin Valentine Mitchell, Hartford, Conn.
 Tender Buttons, Gertrude Stein, Marie Claire.
 Walks About Washington, Leupp, Little, Brown.
 Motor Rambles in Italy, Harris, Moffat, Yard.
 Inside the White House, Willetts.
 Tom Burke of Ours, Lever, Thomas Nelson (New Century Library), Iambskin.
 History of Three Regicides, Stiles, King Charles I.
 Passing of Spring, Mrs. P. K. Das, Macmillan.
 Strength of Earth's Crust, Barrell.

H. A. Moos, 331 W. Commerce St., San Antonio, Tex.
 Mustang Gray, by Jere Clemens.

Moroney, 35 East 3d St., Cincinnati, O.
 Statler's Lives of the Saints, 5 vol., German.
 Catholic Ency. any ed., right price.
 Jevons, Princ. of Science, Macmillan.
 Men of Mark of S. C., with Life of James D. Douglas, vol. or set.
 Five sets of Riley, Stevenson, Kipling.
 Patrology, set, Zambrosia set.

Morris Book Shop, 24 N. Wabash Ave., Chicago
 Eddy, Tales of a Small Town.
 Eddy, Delight of the Soul of Art.
 Saxc, Rhomer, Romance of Sorcery.
 Stanley, Congo and the Free State.
 Marie Baskirtseff's Journal, Blind Trans.
 Rockefeller, Random Reminiscences.
 Gunsaulus, Monk and Knight.
 Crawford, Wandering Ghosts.
 Lawrence Co., N. Y., History of.
 Moore, Hail and Farewell, 3 vols., 1st ed.
 Cable, Creoles of Louisiana.
 Johnson, The Normans in Europe.
 Guilds of the Middle Ages.
 Lee, The Vegetable Land of Tartarey.
 Pirates Own Book.
 Marbury, Favorite Flies.
 Lewis and Clark, Atlas to Dodd Mead Co.
 London, Martin Eden.
 Childhood of Animals.
 Sadi in the Garden, Fitzgerald.
 The Drama, Bates, vols. 11-12.
 Dumas, Camille.
 Methuen's Pocket Library of Sporting Books, colored ill. as follows: John Mytton, Hauley Cross, Jorreck's Jaunts, Dr. Syntax, 3 vols., Life of a Sportsman, Life in London, Life in Paris, Tower of London, or any others; must be clean copies.

Newbegin's, San Francisco, Cal.
 Journal of Mechanical Engineering for June, July, of 1914.
 Mark Twain, firsts.
 Conrad, firsts.
 Californiana.
 Pennell, Etching and Etchers.
 Oscar Wilde, Soul of Man, 1895.
 Oscar Wilde, Vera, 1880.
 All the Novels of Dudney.
 Jack London, Autographed Copies.
 Van Loan, Early Novels.
 Edgar Saltus, Any of the first editions.
 Doves Press items.
 Ambrose Bierce, Any of his books.
 Edinburgh, Stevenson.

New York State Library, Albany, N. Y.
 Russell, Essay on the Foundations of Geometry.
 Joanne, Algerie et Tunisie, Guides Bleus, 1909 or later.

The Norman, Remington Co., Baltimore, Md.
 Huckel, Mental Medicine, Crowell.
 Basket of Flowers, Scrib., prior to 1876.
 Augustus Alden, Pilgrim Alden.
 Burr, Ecce Homo.
 W. B. Leffingwell, Art of Wing Shooting, cloth.
 Mrs. Leslie, Kingdom of Nature.

Nusbaum Book & Art Co., 219 Granby St., Norfolk, Va.
 Painted Veils by Hunecker, pub. Boni & Liveright.
 Old Book and Curio Store, 32r Royal St., New Orleans, La.

Semmes, Service Afloat.
 Ardeche, L., Translation, History of Napoleon.
 Shields, Biography of S. S. Prentiss.

Old Corner Book Store, Inc., 27-29 Bromfield St., Boston, Mass.

Science and Health, first, second or third edition.
 Old Corner Book Store, Springfield, Mass.
 Scott's Coin Catalogue.
 Picturesque Berkshire County, Mass., North.
 Photographic History Civil War, Review Co., vol. 1.
 Amer. Historical Review, vol. 16, no. 2, vol. 17, no. 1.

BOOKS WANTED—Continued

- W. W. Osborne, Santa Barbara, Cal.**
 Mildred Keith, Finley.
 Mildred's Boys and Girls.
- E. H. Otting, Warren, O.**
 McKnight (Chas.), Our Western Border, Phila., 1876, two or more copies.
 Lewis (Alfred Henry), Items.
 Lawrence Co., Penna., Atlas.
 Old Trumbull Co., Ohio, Atlases.
- Pearlman's Book Shop, 933 G Street Northwest, Washington, D. C.**
 Frances Havergal, Poems.
 Vermont's Industries by Chas. Possoms (Glens Falls).
 Life of Jonathan Wilde.
 Aimard (Gustave), Any Novels in English.
 Cambridge Encyclopedia Britannica, limp leather.
 Golden Gems of Life.
- The Pettibone-McLean Co., Dayton, O.**
 Complete set of Zola, ¾ leather.
 Complete set of Schopenhauer Essays, ¾ leather.
 Weitenkamp, How to Appreciate Prints.
- N. A. Pheister Co., 42 Broadway, N. Y.**
 Benson, Freaks of Mayfair.
- Philadelphia Book Co., 17 S. 9th St., Philadelphia**
 British Journal of Photography. Quote any volumes you may have.
 Chatterton, Steamships and Their Story.
 Geschwindt, Alum.
- Powers, Minneapolis, Minn.**
 Cook, Life of Florence Nightingale.
 Osler, Councils and Ideals.
 Harper's Household Edition of Dickens, published '73 and '74; state condition and price.
- Charles T. Powner Co., 26 E. Van Buren St., Chicago**
 Francis Wharton, Criminal Law, 8th ed., 1880.
 Old Times in Tennessee, Guild.
- Charles T. Powner Co., 177 West Madison St., Chicago**
 Melville, Omoo, early edn.
 Melville, Typee, 1st edn.
 Becke, By Reef and Palm.
 Stoddard, South Sea Idylls.
 Armstrong, Around the World with a King.
- Pratt Institute, Brooklyn, New York**
 Viaud, Rarahu or the Marriage of Loti; tr. by Clara Bell.
- Presbyterian Board of Publication, Philadelphia**
 Lotus Buds, Carmichael.
 Present Day Rationalism Critically Examined by Henslow.
 Dangerous Characters.
- Presbyterian Board of Publication, San Francisco, Cal.**
 Bird, Jesus, the Carpenter of Nazareth.
- Presbyterian Book Store, 411 N. 10th St., St. Louis**
 Brook's Sermons, 10 volumes.
 Hebrew Bible, Alexander Meyrowitz.
 Hebrew and Chaldee Lexicon, by Davies, revised by Mitchell.
- Princeton University Library, Princeton, N. J.**
 Willmot, R. A., Lives of Sacred Poets, London, 1834.
 Smeaton, W. H., Tobias Smollett, Scribner, 1897.
- Putnams, 2 West 45th St., New York**
 Henderson, New York
 Loti, Rarahu (in English).
 Kemble, Life on a Georgia Plantation.
 Carpenter, Harford and Battersby, The Hexatench, 2 vols.
 Chinese Mother Goose.
 Pyle, Wonder Clock, 1st edition.
 Lee, Life Robert E. Lee.
 Hakluyt Voyages.
- Putnams.—Continued**
 Clark, B., Vanderbilts and the Story of Their Fortunes, 1886.
 Ward, Amiels Journal, 2 vols., early printing.
 Flint, Genealogy of Bockee Family.
 Hains, Bahama Bill.
 Molino, Rights and Laws of Incas, tr. by Markham.
 Avila, Narrative Idolatry and Superstitions in Huarochiri, tr. by Markham.
 Sarmiento, History of the Incas, tr. by Markham.
 Squier, Incidents of Travel in the Incas.
 Taylor, Charletons, Motley Measures, Bilioustine.
 Spence, Popul Vub.
 Taylor, Book Boosters, Camille, Dumas.
 Hardcastle, Accounts of Executors.
 Ramsey, Effective Direct Advertising.
- Bernard Quaritch, Ltd., 11 Grafton St., London, Eng.**
 Riley (Woodbridge), American Thought.
 Sabin, Dictionary of American Books.
 Semitic Languages, American Journal of, set.
 Shaw (G. B.), Three Plays for Puritans, Chicago, 1900, or earlier.
 Plays, Pleasant and Unpleasant, 2 vols., 1st Chicago edn., 1898.
 The Perfect Wagnerite, Chicago edn., 1898.
 Gilbert (G. R.), Report on the Geology of the Henry Mountain (Washington).
 Bosch Reitz, Catalogue of Exhib. of Early Chinese Pottery and Sculpture, Metropolitan Museum of Art, 1916.
 Philadelphia Academy of Natural Sciences, Proceedings, vols. 1-41, 1817-89.
 Pier, Chatfield, Collection of Pottery Porcelain and Faience, M. M. A.
 Proc. Calif. Acad. Sci., Series 1.
 Proc. Chic. Aca., 1868.
 Rich's Catalogue of Books Relating to America, 1832-46.
 Richard, School System of France, N. Y., 1893.
 Richardson & Swainson, Fauna Boreali Americana, Fishes.
 Reynolds, Treatment of Nature in English Poetry, 1909, Chicago Univ. Press.
 Rich, O., Bibliotheca Americana Nova, 2 vols., 1844-46.
 Adams, J., Works, 10 vols., Boston, 1855.
 Brooks, Handbook of Invertebrate Zoology, Boston.
 Prideaux, S. T., Bookbinders and Their Craft, N. Y., 1903.
 Prideaux, S. T., Modern Bookbinding, 1906.
 Morgan, Abel, Cyd-Gordiad Egwyddorawl o'r Scrythuran, folio, Philadelphia, 1730.
 Newcomb, S., Principles of Political Economy, New York, 1885.
 Olgin, The Soul of the Russian Revolution, N. Y., 1917.
 Beach, Commentaries on the Law of Insurance, 1895, Indianapolis & Kansas City.
 Thomas, Mammals of Whitehead Expedition to the Philippines, 1898.
- Queen City Book Co., 43 Court St., Buffalo, N. Y.**
 Cook, Through the First Antarctic Night, original ed.; must have all the plates.
 Hershell's Outlines of Astronomy, late edition.
 Lockyer's Star Gazing, Past and Present.
 Lilley's Introduction to Astrology.
 Newcomb's Compendium of Spherical Astronomy.
 Suetonius, Lives of the Twelve Caesars.
 Stanley, H., How I Found Livingstone, early edition complete.
 Scott's Last Antarctic Expedition, complete ed., no reprint.
 Francois Villon, Gaston Paris, good French edition.
- Raymer's Old Book Store, Seattle, Wash.**
 Anabaptism, Heath.
 Communism in Europe, Kautsky.
 Better World Philosophy.
 Dweller on Two Planets.
 Playing the Game, Weiman.
 Pocket Bible, Sue.
 Poultry Foods and Feeding.
 Preadamites, Winchell.
 Processions of Planets, Heald.
- Rebuilt Book Shop, 64 Pemberton Sq., Boston**
 Books and Pictures on Whaling.
 Bibles or Books containing Pictures of Jonah and the Whale; report carefully.
 Arctic and Anarctic Books and Articles.

BOOKS WANTED—Continued

Peter Reilly, 133 N. 13th St., Philadelphia
Deaver, Surgical Anatomy of Head and Neck.
Fleming H. Revell Co., 17 N. Wabash Ave., Chicago
Zohn's Introduction to New Testament, India paper preferred.
Sonneschems' Religious Systems of the World.

Fleming H. Revell, 158 Fifth Ave., New York
Bound copy Record of Christian Work for 1838.

Paul H. Reynolds, 70 Fifth Ave., New York
The House of Intrigue, by Arthur Stringer.
The Silver Poppy, Arthur Stringer.
Phantom Wires, Arthur Stringer.
The Gun Runner, Arthur Stringer.
The Shadow, Arthur Stringer.

Edson E. Robinson, Inc., Watertown, N. Y.
Principles of Bond Investment, by Lawrence Chamberlain; in good condition.

E. R. Robinson, 410 River St., Troy, N. Y.
Kennedy, Horse Shoe Robinson.
Dickens, Dombey and Son, 2 vols., Hearst's Library.
Dickens, Miscellanies, 2 vols., Hearst's Library.
Sawyer, R., Seven Miles to Arden.
C. P. A. Problems and Solutions, 1915, 2 vols.
Ingram, E., Any works.
Price's Interest Table.
The Aquarian Gospel.
History of Hope, Warren Co., N. J.
Hume, Spanish Influence on English Literature.
Flammerion, C., Popular Astronomy.
Hutson, C. W., Beginnings of Civilization, 1887.
Beacon Lights of History, vol. 1, Antiquity, John Lord, 1883.
English Verse Translations, edited by Linton-Stoddard.
Hozlett, W. C., Tales and Legends.
Osborn, H. F., From the Greeks to Darwin.
Shakespeare, Tragedy of Hamlet, illustrated by Christy, pub. Barse & Hopkins.
Hopkins, Tighe, The Women Napoleon Loved.
Gribble, F., The Passions of the French Romantics.
Wharton, Anne H., Salons, Colonial and Republican.
Hendrick, B., The Story of Life Insurance
The Love Story of Abner Stone, Litsey.
The Race of the Swift, Litsey.
A Maid of the Kentucky Hills, Litsey.
Haggood, I., Service Book of the Eastern Orthodox Church.
De Holbach, System of Nature, 2 vols.
De Holbach, Any works.
Baldwin, J. M., Thought and Things or Genetic Logic.
Baldwin, J. M., Mental Development.
O'Gruppe, Griechische Religionsgeschichte.
Bagster's Large Print Greek Testament.
Webber (C. W.), Old Hicks the Guide.
Bulls, 54 and 93, U. S. Bureau Labor Statistics.
Experiment Station Record, vol. 1, or nos. 3 and 4 only.
Epigrams of Martial, in English.
Love Songs of Catallus, in English.
Hosack, D., Agriculture.
Warner, Anne, Patience.
Pleny's Natural History, Bohn edition.
Hewlitt, Maurice, The Open Country.
Hewlitt, Maurice, The Half Way House.
Church, Mechanics of Engineering (DuBoise ed. 1901, vol. 2).
Philips, Analytic Geometry.
Philips, Calculus.
Towne, Builder's Hardware.
Howe, Historical Collection of Virginia (1845).
Burk, Jones & Girard, History of Virginia, 4 vols., 1804-05-06.
Smith, Capt. John, General History of Virginia (1593-1629).
Haggard, Ayesha, or the Return of She.
Bennett, Into the Primitive.
Cy Klegg (complete).
Nathan, G. J., Europe after 8:15.
Menchen, H. L., A Book of Calumny.
Menchen, H. L., The American Language.
Menchen, H. L., A Little in C Major.
Menchen, H. L., Coffee and Pistols for Two.

E. R. Robinson—Continued

Isidore del Lungro, Women of Florence.
Eleanor, Mrs. H. Ward.

J. W. Robinson Co., Seventh St., Los Angeles, Cal.
Ryan, Woman of the Twilight.
Watson, How Smart are You?
Loti, Karahu; state edition.
Wilde, Prose and Fairy Tales, cosmopolitan library. purple leather.

The Rosenbach Co., 1320 Walnut St., Philadelphia
Lamb's Essays of Elia, first edition, original boards, uncut, with label.

Rutherford's Book Store, 1631 Welton St., Denver, Colo.
Rine Gold and Valkyrie, Rackham ills.
Siegfried and the Twilight Gods, Rackham ills.
Ancient Mariner, Dore ills.

St. Louis Public Library, St. Louis, Mo.
Wilkins, Shoulders of Atlas, N. Y., Harper & Bros., 1908.

St. Paul Book and Sta. Co., 55 East Sixth St., St. Paul, Minn.
Out of the Hurly Burly, by Max Adler.

San Diego Astrological Society, care Occult Bookshelf, San Diego, Cal.
How We Remember Our Past Lives, Jindahara.
Phra the Phoenician, Arnold.
Crucifixion by an Eye Witness.
Ephemerides, 1740-1750, 1757-1760, 1763, 1768-1784, 1787-1794, White or Parker's.
Opus Reformatum, Partridge.

Sather Gate Book Shop, 2307 Telegraph Ave., Berkeley, Cal.
Gibbon, Flower of the Peach.
Mabie, Forest of Arden.
Burt, Literary Landmarks (Houghton).
John Martin's Book, The Child's Magazine, January, 1920.

Schaefer & Koradi, 4th and Wood Sts., Philadelphia
Munsterberg, On the Witness Stand.
Pearson, Hope the Last Things.

Scrantom, Wetmore & Co., Rochester, N. Y.
Familiar Letters of James Howell.
Anything by Hamilton Grummund.
Tenney, By Land and Sea.
Twain, Tom Sawyer, 1st edition.
1st edition Lewis and Clark Expedition.
Prime, Owl Creek Letters.
Henry T. Wells, Fly Rods and Fly Tackle.
Andrew Lang, Angling Sketches.
Chas. Kingsley, Chalk Stream Studies.
H. C. Bunner, Story of New York House, 1st edn.

Charles Scribner's Sons, 5th Ave. at 48th Street, New York
Allen, J. A., Monograph on American Bison.
Altscheler, Guthrie of the Times, Doubleday.
American Journal of International Law, vol. 1 to date, latest ed., Baker, Voorhis & Co.
American Journal of International Law, Supplement.
Official Documents, vol. 1 to date, latest ed., Baker, Voorhis & Co.
Architecture, Nov., 1920.
Barr, A Daughter of Fife, Dodd.
Batchelder, Principles of Design, Inland Printer.
Bernard, Happy Days.
Birnstingl & Pollard, Corot (Little Books on Art Series), McClurg.
Burroughs, Winter Sunshine, 1st ed.
Clay, Works, ed. Cotton, 10 vols., latest ed., Putnam.
Coppee, Henrietta, ed. in English.
Croly, Progressive Democracy, latest ed., Macmillan.

Davis, Falaise of the Blessed Voice, Macmillan.
Dugdale, Book of Baby Beasts, Doran.
Dunning, Essays on the Civil War and Reconstruction and Related Topics, Macmillan.
Everett, Orations and Speeches on Various Occasions, 4 vols., latest ed., Little.
Fernald, The Cat and the Cherub, Century.
Fielding, H., Amelia, Dutton.
Finley, American Executive and Executive Methods, latest ed., Century.
Fitch, J. G., Art of Questioning, Flanagan.
Fletcher, From Job to Job, Around the World, Dodd.
Freeman, The Givers, Harper.

BOOKS WANTED—Continued

Charles Scribner's Sons—Continued

Freeman, Love of Parson Lord, Harper.
 Griffin, Writings on American History, vols. for 1906, 1907, 1908, Macmillan.
 Grimm, House in the Wood and Other Fairy Stories, Warne.
 Hall, G., Far from To-day, Little, Brown.
 Hall, G., Foam of the Sea, Little, Brown.
 Hall, G., Hundred and Other Stories, Little, Brown.
 Harris, C., My Son.
 Haynes, W., Scottish and Irish Terriers.
 Hershey, International Law and Diplomacy of the Russo-Japanese War, latest ed., Macmillan.
 Johansen, With Nansen in the North, Amsterdam.
 Jordan, Art of Short Story Writing Simplified, latest ed., Hannis Jordan.
 Liljencrantz, Ward of King Canute, McClurg.
 Mordaunt, Bellamy, Lane.
 Carroll, Expositions of Dante, Doran.
 Chinese, Snuff Bottles, Books on.
 Hoffman, Piano Playing, Doubleday.
 Hogan, Life and Works of Dante, Longmans.
 Job's Comforter, A Comedy Monologue.
 Lazarovich, Pleasures and Palaces, Century.
 Lummis, Strange Corners of Our Country, Century.
 Munsterberg, H., Peace and America, Appleton.
 Munsterberg, H., Photoplay, A Psychological Study, Appleton.
 Sparrow, The Bible in Art, Doran.
 Becke, Wild Life in the South Seas.
 Belloc, Path to Rome, Putnam, first edition.
 Braine, Merchant Ships and What They Bring, Dutton.
 Brunner, Tracks and Tracking, Outing Pub. Co.
 Earle, Curious Punishments of Bygone Days, Stern, 1896.
 Earle, Two Centuries of Costume in America.
 Grimshaw, In the Strange South Seas, Lippincott.
 Hurd, Principles of City Real Estate Value.
 Kennedy, New World Fairy Book, Dutton.
 Lee, Crowds, Doubleday.
 Loti, Marriage of Loti.
 Lumholtz, Unknown Mexico.
 Munro, H. H., Beasts and Super-Beasts.
 Munro, H. H., Chronicles of Clovis, Lane.
 Munro, H. H., Unbearable Bassington, Lane.
 Snow, B., Color.
 Watts-Dunton, Aylwin.
 Parsons, How to Write for the Movies, McClurg.
 Pennell, The Illustration of Books, Century.
 Roosevelt, Theo., Works, Dakota ed., 16 vols., latest ed., Putnam.
 Ross, J., Original Religion of China.
 St. Francis, Little Flower of St. Francis, trans. Arnold, Duffield, cloth.
 Social Democratic League of America, A Program of Social Reconstruction, Soc. Dem. League of Amer.
 Story, Commentaries on the Constitution of the United States, M. M. Bigelow, 2 vols., Little, Brown.
 Symons, A., Cities of Italy, Dutton.
 Tolstoi, Twenty-Three Tales, Funk.
 Toynebe, Life of Dante.
 Trowbridge, Home School, Houghton.
 Trower, H. E., Book of Capri.
 Valentine Manual, 1844-45.
 Wells, Literature of American History, Supplement for 1900-1901, Houghton.
 Williamson, Guests of Hercules, Doubleday.
 Gardens, Old and New, vols. 2 and 3.
 Garrett, I. H., Idyllic Avon., Putnam.
 Harland, H., Grey Roses, Lane.
 Hobhouse, L. T., Democracy and Reaction, Putnam.
 A Journey Up the Globe and Down the Okovanga Rivers.
 Keaston, Wild Life Around the World.
 Literary and Historical Atlas, Everyman's Library.
 Patterson, How to Listen to Orchestra, Pott.
 Peker, How to Read Plans, Industrial Book Co.
 Singleton, Furniture of Our Forefathers, 2 vols.
 Singleton, Social New York Under the Georges.

Seattle Public Library, Seattle, Wash.

Blanc, Grammar of Painting and Engraving.
 Fernbach, Chemical Aspects of Silk Manufacture.
 Huneker, Painted Veils.
 International Library of Technology, Poultry Farming.

Seattle. Public Library—Continued

Sand, Fanchon the Cricket.
 Sandberg, Chicago Poems.
 Scruggs-Vandervoort-Barney Dry Goods Co., Olive St., St. Louis, Mo.
 Introduction to the Study of History, Langlois & Seignobos.
 Charles Sessler, 1314 Walnut St., Philadelphia
 Giles, Stones From a Strange Chinese Studio.
 Memoirs of My Dead Life, George Moore.
 John V. Sheehan & Co., 1550 Woodward Ave., Detroit, Mich.
 Bennett, Relation of Sculpture to Architecture, Cambridge University Press.
 Vol. 5 only, Browning's Collected Works, published by T. Y. Crowell & Co., large type, edition bound in blue cloth.
 The Sherwood Company, 40 John St., New York
 Benson, Dodo.
 Moore, Unearned Premiums.
 N. Y. State Forest, Fish and Game Commission Report.
 Thomas, Rock Gardening for Amateurs.
 Bonney, Banditti of Prairie.
 Crucifixion by an Eye Witness.
 Parker, Translation of Savage.
 Melville, Moby Dick.
 Burr, Pater Mundi.
 Mallach, Human Document.
 Sibley, Lindsay & Curr Co., Rochester, N. Y.
 Moore, Studies in Dante, 1st series.
 Leamy's Golden Spears.
 S. D. Siler, 930 Canal St., New Orleans, La.
 Cassell, Cyclopeda of Photography.
 C. E. Smith, 317 S. Hill St., Los Angeles, Cal.
 Strange, Sir Robert, Engraved Works of. folio.
 London Art Journals, 1882 to 1913, also 1892 to 1913.
 Clarence W. Smith, 44 East Ave., Rochester, N. Y.
 Wm. Winter, Life of Booth.
 Polly of the Circus.
 Smith & Lamar, 1308 Commerce St., Dallas, Texas
 Burton Holmes, Travelogue.
 Smith & Lamar, Agents, Richmond, Va.
 New International Encyclopedia, latest edition,
 Dodd, Mead Co.
 Encyclopedia Britannica, latest edition.
 Book of Knowledge, latest edition.
 J. E. Spanuth, 521 Harrison St., Pottsville, Pa.
 [Cash]
 Roger's Geol. Survey of Penna., 1858.
 Dewees, Molly Maguires.
 Pinkerton's Molly Maguires.
 All AA. Atlases of 2nd Geol. Survey of Penna., except Northern Field.
 The State Co., Columbia, S. C.
 The Three Godfathers, Peter B. Kyne.
 Psychology and Industrial Efficiency, Hugo Muensterberg.
 G. E. Stechert & Co., 151 W. 25th St., New York
 Andrews, Hunting Biggest of Big Game.
 Beale, Sperm Whale Fishery.
 Cheever, Whale and Its Captors.
 Columbia Univ. Stud. Hist. Econ., set.
 Ellis, History of New Bedford.
 Holmes, Arctic Whalemens and Whaling.
 Jarvis, J. J., Glass of Murano (Kansas City Review, vol. 7).
 Kawakami, Asia at the Door, Revell.
 Marshall, History of Kentucky, 1812.
 Martineau, Autobiography, 2 vols., Houghton.
 Mineral Industry, vol. 26.
 Nordhoff, Whaling and Fishing.
 Photographic Hist. Civil War, 10 vols.
 Powell, Canyons of the Colorado, Meadville.
 Scherer, Japanese Crisis, Stokes.
 Starbuck, Amer. Whale Fishery.
 Symond's Renaissance in Italy, 7 vols., Holt.
 Young, Fractional Dissillation, Mac.

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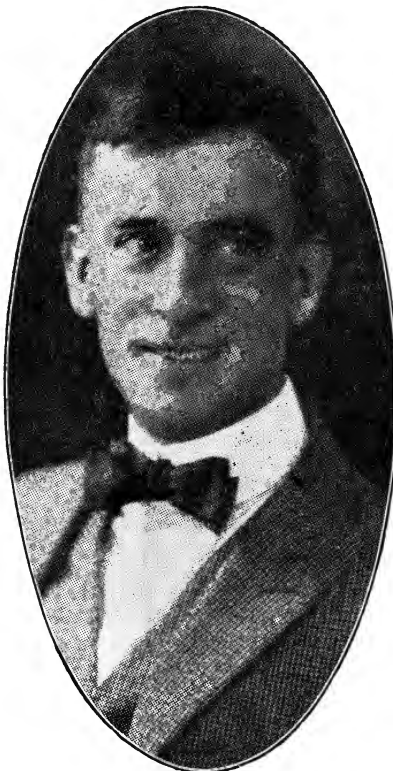
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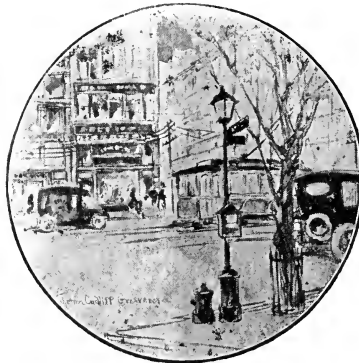
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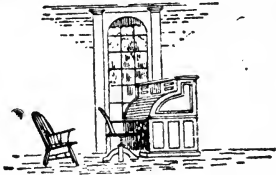
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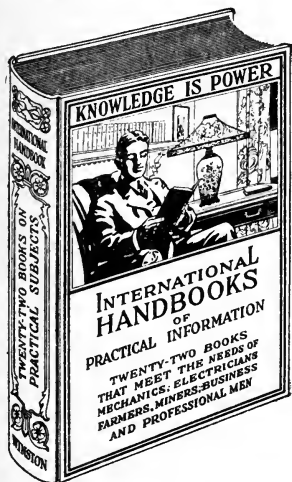
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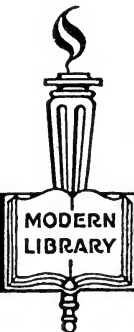
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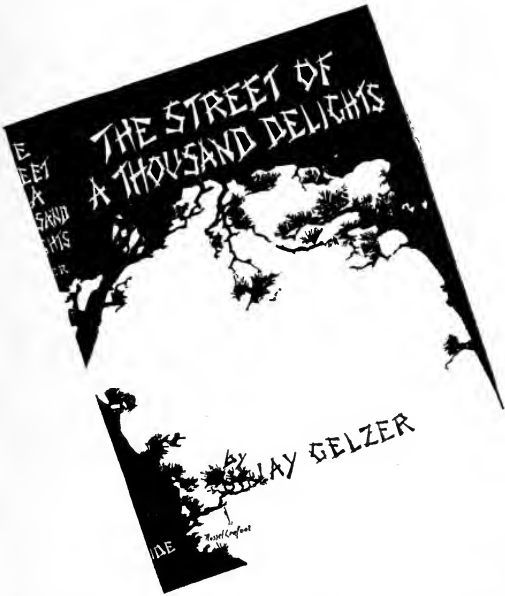
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A Note of Confidence

THE characteristic of this convention was confidence. As President Herr pointed out in his opening speech, the American Booksellers' Association has come of age, being twenty-one years old, and it celebrated its majority by stepping out resolutely into the discussion of bookselling conditions and problems in a way that gave evidence that it felt a confidence in its ability to cope with conditions which it has never felt before.

It would not have been surprising in a year that is full of rather troubling conditions, when all business men are carefully weighing each step, to have had a convention where there was cautious expression of opinion and doubts as to the months ahead, but instead of that there was a universal expression of the feeling that bookselling is on its way to a continuous expansion and prosperity and that bookstores are to take an increasingly important place in the business affairs of their communities.

The Program Committee had done well in selecting its general topic, "Reaching the Non-Book Reader," as this keynote, itself, suggested that booksellers realized that there were great areas of untapped possibilities for the distribution of books when the proper means could be found for reaching out. Bookselling is not like a business which has reached almost a maximum distribution and where any change in public temper might reduce the outlet. It is a business in which the output can be doubled without bringing the per capita purchase to a place at which there should be any fear that bad times would mean shrinkage.

The convention went on record as believing that the time is ripe for continued co-operation in publicity, and it prepared the way for constructive work in bookselling training and better store finance in order that the bookstores might measure up to the opportunities

created. American booksellers as an organized group have "become of age" and apparently intend to step out to their own.

The Bookselling Fellowship

ON Wednesday noon of the Convention the names of five booksellers who by vote of the members of the Association were elected as the first members of the Honorary Fellowship of the American Booksellers were announced. This Fellowship is the first effort of any business group in this country to take measures to give recognition to those in their business who have brought to it the highest standards of intelligence and efficiency. It was felt by all present that these certificates carried to their recipients as high a testimonial of appreciation as their fellow bookmen could offer.

Out of the fifteen nominated for this first year's voting the five elected included two from New York, Charles E. Butler, Vice-President and Treasurer of Brentano's, William Harris Arnold, of the Syndicate Trading Company; George W. Jacobs, of Philadelphia; J. K. Gill, of Portland, Oregon; and Joseph M. Jennings, of the Old Corner Bookstore of Boston—all names with a long record of good contribution to the cause of book distribution, men that have added much to the standards toward which the whole trade should be raised.

This Fellowship as it increases each year will give a notable opportunity for the trade not only to recognize high standards of efficiency in the profession, but to give an idea of the standards towards which new entrants into the field should work.

Booksellers Endorse Campaigns

THE Convention went on record as giving a wholehearted endorsement to the ideas embodied in the campaigns to promote a general interest in reading and book ownership, and, at the suggestion of the Resolutions Committee, voted \$1000 to the work of the next six months, including the Children's Book Week and the Year-Round Bookselling Campaign.

The Children's Book Week campaign is now in its third year, the idea having been launched at the Association's Boston convention which provided for the organizing of the special

Committee and appropriated funds toward the expenses incurred. In this first year the Association contributed \$400, and interested publishers contributed about \$1600 more, which covered the cost of the famous Jessie Willcox Smith poster and the distribution of this and many other fliers and material to bookstores and libraries.

The executive work for the first year was carried on at the office of Mr. Melcher, then Secretary of the Association. In the second year, 1920, the Association again approved the plan and provided funds to put a special executive in charge, so that Miss Marion Humble, who had been connected with the American Library Association war work, took active charge of the program from July to November. While the Association paid for this work, the interested publishers contributed funds to a total of about \$2500 to cover an increased quantity of posters, programs, and to cover other expenses. The success of last fall has brought much more complete support thruout the country from libraries and women's federations, schools and Scout leaders as well as from bookstores of every kind, so that the 1921 event will be even more important in its proportions.

This campaign will be made a part of the Year-Round Bookselling Plan which has been going forward for six months and which grew out of the suggestion for co-operative advertising made at the Booksellers' convention in 1920. The success of this effort proved one of the principal topics of discussion at the Convention, and there was hardly any speaker who did not in some way refer to its effect or reckon with it in his estimate of possible bookselling expansion.

The report of what had happened since the last convention was made by Mr. Melcher, who has acted as Chairman of the Year-Round Bookselling Committee, organized last December, and of the Religious Book Week Committee, whose work culminated in March. Miss Humble, who has been the Executive Secretary of the work, brought to the convention complete exhibits of posters and material, as well as books of clippings, showing the nation-wide response to this effort.

By careful planning the whole country has been set to talking about "Buy A Book A Week" and "More Books in the Home," and the feeling in every bookseller's mind was that under cover of such general promotion it

was much easier to get the book buying idea across. There was criticism from Mr. Sell and Mr. Brett of the exact wording of the slogan tho not of the general idea, but the question of any change in this was left to the Committee. "Read A Book A Week," "Want A Book A Week" or "Have You Bought A Book This Week" were other suggestions made, but, as Louis Keating, whose speech last year had such an important effect in putting the plan in operation, said, "None of these seem to drive home so completely the idea of the book buying *habit*, which is, after all, the principal intent of this campaign." We have had campaigns to sell a book or *the* book, but the *habit* of buying books once established will help in getting full attention to all kinds of books.

Canada and the United States

A NEW Canadian Copyright Bill, as is shown in the news columns of this number, is again being presented for passage at Ottawa, and Dan A. Rose of Toronto as President of an organization known as "The Canadian Copyright Association" is pressing hard for the passage of this bill.

The Canadian Authors' Association has gone strongly on record against it, and there has just been received in this country a careful analysis of the bill by Herbert Thring, of the English Society of Authors, showing that the bill has been very carelessly drawn. Mr. Rose's argument shows that the chief plea for the bill is that it will be retaliatory legislation against the United States which is supposed to be getting an unfair advantage in Canada.

The American publishers have remained outside of this discussion and have taken no steps to be represented, as they have felt that any such action would be misconstrued and might prejudice the situation. It is undoubtedly true that trade in books in Canada has been tending increasingly to come toward New York instead of toward London, but there is nothing to indicate that this bill could do any more than give Toronto printers an opportunity to take an unfortunate advantage of the authors and, under guise of helping on Canadian literature, make it more difficult for Canadian authors to obtain a proper market.

There are many incentives besides copyright privileges to urge the manufacture of Canadian editions whenever the size of the market makes it practical to do so, and there will be an increasing tendency to manufacture in Toronto as that market increases. American books entering Canada pay a duty of ten per cent, and on top of that there is exchange which makes an additional difference of about eleven per cent on the wholesale cost, and it is now proposed, as shown in the Premier's message at Ottawa, to make the duty payable on the valuation *as affected by exchange*, that is, about a ten per cent increase on the present duty, and a lowering on the duty paid on books coming from England where exchange is the other way.

These various circumstances give reasons enough for bringing about a gradual Canadian manufacturing of books for Canadian consumption when the cost of plate-making and separate press running for small editions does not wipe out the savings. The conclusion cannot be avoided that Mr. Rose and his supporters are urging a shortsighted policy upon their country.

Those Books at Ten Cents

CONSIDERABLE advertising space in newspapers and periodicals has recently been taken in advertising a list of some 200 paper-covered classics at 10 cents each by the Appeal Publishing Company, of Girard, Kansas. As large space advertising for such series is not ordinarily undertaken, the PUBLISHERS' WEEKLY commented on this in its issue of May 7th.

A new angle on this has come to the front when in the full page advertisement in the *Nation* of May 14th, Mr. Julius, President of the Appeal Publishing Company, states that "It is very strange but nevertheless true that in pushing our low-priced books we are finding it hard to get into the magazines that are in the book business. The *Red Book* prints our advertisement which the *Literary Digest* rejects, but then the *Red Book* does not publish books. This is not a private grievance of ours, but we think it is a serious matter of great concern to the reading public, and we are paying our money to present these facts to the reading public, so that it may know that it is not easy to announce masterpieces at less than 10 cents per copy in the columns of a magazine issued by competitors."

In this advertisement it is also argued that the publishers of the *Literary Digest*, are to be denounced for using space, denied Mr. Julius to advertise Funk & Wagnalls own publication, Browning's "History of the Modern World"

at what is claimed to be an extortionate price of \$3.95 for 1000 pages. That this claim is made in bad faith is shown by the fact that Mr. Julius (co-author with Mrs. Julius) has just written a novel which was published this spring at \$2.00 for less than 300 pages.

In one case he is publishing a book on which he expects and deserves the usual royalty and for which \$2 is not too high a price. In the case of the advertisement he intends to draw attention to and arouse sympathy for his mail-order sales by giving the impression that there is an intent to suppress this method of book-selling.

The books published by the Appeal Publishing Company average about 64 pages each, size 3½x5, bound in tinted cover stock. Similar titles are sold by the 100,000 by the Little Leather Library Corporation, of New York, tho in rather more attractive binding, thru all the five and ten cent stores. Another series of 10 cent books of larger size, more pages and with attractive offset covers are in the market from the Reynolds Publishing Company.

The Appeal Publishing Company has done an interesting thing in using large display space in popularizing a long list of books of both classics and uncopyrighted material on current problems, but this is only using a new method for a type of book with which the book-trade is quite familiar.

Womrath Takes Bloomingdale's Book Department

THE book section of Bloomingdale's department store, situated in the upper section of New York at Fifty-ninth Street, has now been taken over by the Womrath organization, to be made part of their increasing chain of bookstores. Womrath's will install its circulating library system which is always a strong feature from the department store point of view, as it brings a regular group of customers to the store. This change of management will undoubtedly bring a change of book-selling policy, as Bloomingdale's has always followed the lead of Macy in selling new books at slightly below the list price, a practice that Womrath has never found necessary in building up and popularizing its book departments.

At the Womrath headquarters on Forty-fifth Street the executive offices have now taken over the entire sixth floor of the building, which gives ample space, well lighted, for the general offices from which are directed the many branches. The space formerly occupied on the first floor by the executive offices has been used for expanding the circulating library and equipment has been put in for what is to be perhaps a model of the type of lending library that this firm is endeavoring to develop. Special mahogany bookcases were built, a handsome rug laid, and the whole broad space has the comfortable and leisurely atmosphere of a private library.

Canada's New Tariff Regulations

CANADA'S new tariff regulations, as forecast in the budget speech delivered by Sir Henry Drayton, Minister of Finance, on May 9th, are bound to exercise a certain unfavorable influence on the book-trade between the United States and Canada. Hitherto, by a ruling of the Customs Department, the value of the American dollar, for customs purposes, was placed at 100 cents and duty on books imported by Canadian publishers and booksellers was imposed on that basis. Now, Sir Henry Drayton intimates that an amendment to the Customs Act will be introduced which will have the effect of rating the American dollar at its exchange value, which, of course, has been for some time considerably above par.

Not only will the Canadian importer have to pay duty on the premium on New York funds, should the amendment carry, but the sales tax to be levied on imported goods will also be applicable on the premiums, so that the cost of bringing in books of American manufacture will be substantially enhanced. Hitherto the sales tax on imports amounted to 1½ per cent when goods were sold to wholesalers and to 3 per cent when goods were sold to retailers and neither rate applied on the enhanced value of the dollar. The new taxes are 2½ per cent on goods sold to wholesalers and 4 per cent on goods sold to retailers and, if the amendment to the customs act carries, these rates will apply on the premium on the dollar as well as on the dollar itself.

A prominent Toronto publisher and wholesale bookseller, discussing the new regulations, stated that he intended in future to limit his importations from the United States solely to his own editions and to the publications of houses for which he acted as Canadian agent. All other books, which he has been accustomed to import for libraries and the convenience of the trade, he has decided not to handle. He also gave it as his opinion that the heavier duty and tax on importation from the United States would have the effect of stimulating buying in the British market, where exchange was favorable.

A change in the Customs Act is also to be made by amendment which is intended to secure a more efficient application of the provisions against dumping. The act at present provides that the value of imported goods shall be "the fair market value, when sold for home consumption, in the principal markets of the country whence and at the time when the goods were exported directly to Canada." The amendment will add to this, "such value in no case to be lower than the wholesale price thereof at such time and place," and addition provides that the value for duty shall not be less than the actual cost of production of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon.

It is not anticipated that this will have any prejudicial effect on the importation by Canadian publishers of imprint editions. The im-

print edition, it may be construed, is different from the domestic edition and would not be sold in the United States. Further, conditions of sale of rights in the Canadian market would constitute another important difference between books manufactured for sale in the United States and those manufactured for sale in Canada. The question has not arisen in the past and it is not likely to come up now.

W. A. C.

Canadian Copyright Bill Up Again

HON. C. J. Doherty, Minister of Justice, who stands sponsor for the new Canadian copyright bill, named the following members of the House of Commons as constituting the select committee to consider and take evidence on the new measure—Messrs. Morphy, Mowat, Manion, MacKelvie, Rinfret, Jacobs, Euler, Gauthier, Wright and Doherty.

So far as can be ascertained only one member of the committee can lay claim to having produced a work of literature, the two other members, being newspaper editors, may be regarded as being in the literary class. The author is Dr. Manion of Port William, who, following a distinguished career at the front, wrote "A Surgeon in Arms." MacKelvie is editor of the *Vernon B. C. News* and Rinfret of *Le Canada*, Montreal. Mowat is son of a once noted professor at Queen's University and has literary sympathies. He and Morphy, Jacobs, Gauthier and Doherty are lawyers. Euler is head of a commercial college, while Wright is a rancher.

This committee of the House of Commons on copyright held its first session at Ottawa on May 10 under the chairmanship of Hon. C. J. Doherty, Minister of Justice. It was a field day for the printing and manufacturing interests who were present in force under the leadership of Dan Rose of Toronto, president of the Canadian Copyright Association, Tom Moore, president of the Trades and Labor Congress of Canada and F. W. Wegenast, counsel for the printers' organization. Canadian authors were unrepresented, a fact which caused some surprise to members of the committee. At the last minute, a stand on behalf of publishers and authors was taken by G. M. Kelley, who was retained to present their case by the Publishers' Section, Toronto Board of Trade.

Mr. Kelley put up a strong argument contending that no action should be taken which would jeopardize the interests of Canadian authors in other countries, particularly in the United States. The act, as drafted, did imperil rights already enjoyed and would have to be changed radically to safeguard authors' interests. Further, the draft bill contained clauses which interfered with authors' rights in Canada.

The committee adjourned to sit again on May 12, when it was expected that J. Murray Gibbon, president of the Canadian Authors' Association would be present.

Twenty-First Annual Convention of the American Booksellers' Association

Hotel Traymore, Atlantic City, May 10, 11, 12, 1921

Officers 1920-1921

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REGINA COVENEY

Morning Session---Tuesday, May 10th

The Convention was called to order at 10:20 by President Herr.

President's Address

By Eugene L. Herr

FELLOW-Members of the American Booksellers' Association and Guests:

I take great pleasure in welcoming you to this, the Twenty-first Annual Convention of the American Booksellers' Association, at the beginning of the session, and hope you will all have a thoroly profitable time at the business meetings and a thoroly enjoyable time at the various entertainments that have been prepared.

I believe we are most happy in having selected Atlantic City as a meeting place for this Convention, as it presents something entirely unique in our gatherings. The plan of the Committee, which has prepared the program for this Convention, has been to develop a thoroly worth-while theme and one that is very dear to the hearts of all who are interested in the book-trade at the present time: "How to Reach the Non-Reader."

We have all felt that there is a vast untouched multitude among the American public who are not now, and never have been, book readers, book buyers, or book owners. In fact, we feel pretty certain that not much over one per cent of the American public are regular book buyers, and that somewhere in the remaining 99 per cent there must be a large number of persons who have the financial means to buy books and the mental capacity to enjoy them.

It is our hope that, thru the addresses that will be delivered and the papers which will be read and the discussions which will follow these from the floor, each one of us may be able to carry back to his own city and his own shop a number of worthwhile ideas

which will help him enlarge his clientage, thereby increasing both his usefulness and his profit.

The Twenty-first Convention immediately suggests to our minds that this Association has come of age and has had a long and rather useful career, and we feel happy in believing now, at its maturity, that it is stronger and more representative of the American book-trade than it has ever been before in its existence.

To some it may seem futile to hark back to those days in the early part of this century when this organization was formed, but, as there are many in the audience who have not been in the book business nearly so long as the Association is years old and are not thoroly familiar with the difficulties that the Association went thru in its earlier years, I feel justified in briefly reviewing a little of its history.

In 1900 a very small but devoted band of retail booksellers gathered together; they were struggling with the very serious problem of how to make a living out of a business in which the basic part of the merchandise was being sold at considerable less than cost of the merchandise plus the cost of doing business. Books had been used by the department stores and all kinds of cut price merchants as the bait with which to lure customers into their stores, hoping to persuade them that all the merchandise was being sold on a similar cut rate basis to that of the new novel, which being issued by the publisher at a list price of \$1.50, was offered by them to the public at 98c. and, in some cases, for

less. Even the conservative bookseller was selling standard books, listed at \$1.50 and costing him approximately 90c., at \$1.20 or less.

This serious condition was rapidly driving the old-fashioned bookshop completely out of existence and the entire system of retail book distribution was in great danger of being annihilated. Step by step, over a course of many years, with painful effort and at much cost of time and money on the part of the few individuals who fathered this Association's early activities, these conditions were ameliorated.

After a number of years of the most persistent effort and after one or two novels had been successfully published on a net price basis, the publishers were induced to issue all their publications on a basis of price which was to be the net retail price to the customer.

Enlarged Discounts to Cover Costs

At first this system was conducted on a rather narrow margin of discount which, after a few years' experience, developed the necessity of granting to the booksellers a discount which would more adequately cover the cost of doing business and allow a small margin of profit besides, and, as time went on, it has been possible for the Association to have this discount slightly enlarged to cover the gradual increase in the cost of conducting a retail book business.

These steps, which I have synopsized in such few words, were only accomplished after years and years of the most persistent effort on the part of those who were active in the Association, and while, generally speaking, the publishers have been only too anxious to co-operate with the Association when it was possible, there have been many times when it was hard to convince them of the real necessity of some of our recommendations. However, when one compares the economic and financial condition which exists to-day among the retail book distributors thruout the country with that of twenty years ago, I feel more than assured that all the efforts the Association has made have been worth while. The Association has been active thruout its career in endeavoring to persuade not only its members but all in the trade to improve their methods and get fair and profitable prices for their commodities.

In the Matter of Discounts

In the matter of discounts, starting at 25 to 30 per cent in the early days of net prices, the Association has demonstrated from time to time the necessity of a larger discount to cover the cost of doing business adequately. First 33 1/3% was secured, and in recent years the Association has clearly shown to the publishers that a minimum discount of 36 per cent was indispensable to the successful conduct of a retail business. With the cost of doing business standing to-day at 30 to 32 per cent, it is absolutely suicidal to try to do business even on pick-up items

on a smaller margin. I am happy to say that a large number of publishing houses have recognized this fact and are now granting this discount on all orders. In the year just past, quite a number of additional houses have taken this just step. On the other hand, I am sorry to say that there are a number of firms of high standing who still grant only the minimum discount on small or pick-up orders, tho allowing it on traveler's orders, or on orders for five copies or more. I am sincerely hopeful that all such will quickly see their error and remedy this condition, for the general granting of the minimum discount on all orders, including pick-up and small mail orders, is absolutely necessary if the small bookshop and the bookshop in the small town or city are to thrive; and only by the development of more book stores, especially book stores in many cities and towns which are to-day unserved by a regular bookstore, can we hope to develop a wider distribution of books thruout our country. Certain of our larger centers are adequately equipped with first class bookstores, and these stores are using the very best methods for widening their business and increasing their book distribution. These larger stores in the larger cities are likewise in the fortunate position of generally being able to buy such quantities as will insure securing the minimum discount, or better.

Cost of Doing Business

That the cost of doing a retail book business is today not less than 30 to 32% has been amply demonstrated by statistics from large and small bookshops, as well as department stores. In fact the department store cost is apt to run higher, probably because its accounting methods are more exact, and it is more particular in charging in all items properly belonging to overhead. This burden of overhead is likely to bear heaviest on the newer and smaller shops, and for this reason they should receive the most liberal treatment possible, for this class of venture in the book business must be encouraged, if the publishers would see the number of their outlets increase and improve. It must be borne in mind that a bookseller, who would carry a somewhat representative stock, must handle some books at least from 25 or 30 lines, many of which are fairly comprehensive in their scope; and when books are ordered in quantities even as low as one or two copies of non-fiction titles and the stock is carefully kept up, the investment is considerable and the turnover, unfortunately, none too rapid. Further, when the said bookseller, who has represented a publisher's books, is fortunate enough to sell his copy or two, he should be able to replace this item in like quantities at the minimum discount of 1/3d and 5. To make him buy such books to replace stock at a smaller discount is absolutely wrong. Now the publisher argues that to fill these small orders for one and two copies costs considerable extra money. True. On the other hand, there is the extra expense to the dealer for ordering and in postage. However,



MR. AND MRS. EUGENE L. HERR AND MR. AND MRS. WARD MACAULEY

this is one sure way of keeping up a representative stock in the small bookshop, and it should not be discouraged because to do so entails a real loss to both the publisher and the bookseller.

The same argument holds true in cases in which a book is ordered especially for a customer. It is a recognized fact that no book store, however complete, can have everything in stock that is asked for; and it is equally true that on these orders the bookseller should have a legitimate profit. The well-equipped bookseller offers a service in securing these pick-up items, which is costly. If he would serve his public adequately, he must subscribe to the trade magazines and use the United States catalog and equip himself in every way to have the information that the public has a right to expect him to have.

I have gone into this matter at some length because to my mind the allowance of the minimum discount by all publishers to all regular book dealers, who are carrying a reasonable stock of books, on all orders, whether they are large stock orders or small pick-up orders, is a fundamental requisite to the development of the number of smaller bookshops and the

bookshops in the smaller cities and towns which is one sure way of developing the terminal market that the booktrade requires. In this connection, it might be well to state that, while a reasonable scale of quantity discount seems to be inherently right and has been approved by this Association, I firmly believe that at this time the maximum discount should not be made too great. The published retail price should be a fair one. It must be high enough to cover the cost of productions, royalties, overhead of the publisher, and a fair margin of profit for him. Also the dealer's margin must be large enough to cover the cost of doing business and assuring him of a fair profit within these limits. The retail price should be kept as low as possible and, if there is any tendency to reduction of cost, this reduction should be passed on to the consumer in reduced retail price just as quickly as possible. It is important to bear in mind, however, at this time particularly, that when such reductions are permissible, they should come about in an orderly fashion by the publisher himself reducing the net retail price, and not by a tendency to expand the maximum discount largely in the hope of securing quantity

orders, and thereby presenting the opportunity for indiscriminate price cutting.

I think it is very important at this time to reiterate and lay renewed stress upon the importance of the Net Price System. The book business during the entire war period was singularly free from profiteering. Retail book prices have been kept as low as possible, sometimes indeed lower than was warranted by conditions. This fact renders it difficult to show in book prices the marked reductions that have been shown in other commodities, and, personally, I do not believe that reductions in book prices can be expected to come very rapidly. I would suggest to the publishers the importance of continuing to stress the word "Net" in connection with the advertised retail price of books, and I feel entirely convinced that, just as rapidly as conditions warrant, they will make such reductions in the prices as are possible.

A Compromise Measure

Before leaving the matter of prices and discounts, I would like to have it borne in mind by all alike—booksellers and publishers—that the minimum discount of one-third and five is really a compromise measure and should be accepted in good faith by both the bookseller and publisher as such. Publishers must bear in mind that there have been and still are many booksellers who contend there should be a minimum discount of 40%, and some of these booksellers have taken grave exception to the action of the Association and its officers in refusing to make a demand for a flat 40% discount. The Association has endeavored to take a fair stand, taking into account the interests of both factors of the book-trade, and it is for this reason that we feel so keenly the reluctance of certain publishers to adopt this discount in full as suggested.

In the matter of promotion work, the American Booksellers' Association has taken advanced ground for a number of years. Thanks to the activities of our former Secretary, Mr. Melcher, and his corps of assistants, "Children's Book Week" has been made a very large factor for the book-trade for the past two years, and it has undoubtedly resulted in greatly increased interest and a largely increased sale in children's books of the better kinds.

Co-operative Campaign Abandoned

It is a matter of extreme regret to your President, as well as to the entire Executive Committee of your Association, that the ambitious plans which had been laid for a Co-operative Book Advertising Campaign had to be abandoned. A very large amount of work was done on this by a committee consisting of your executive committee and a committee from the publishers, and almost \$60,000 was subscribed to the project. Due to a number of factors, which were explained in a bulletin issued at the time, the Committee deemed it unwise to carry thru the project in any modified form, and it was postponed for the time being.

Since the last Convention, the National Publishers' Association has been organized, and Mr. Melcher has resigned the secretaryship of this Association to become the Secretary of the Publishers' Association. As the Publishers' Association is to a considerable extent devoted to promotion work in the book-trade, any further initiative in this campaign has been left to them, as, in any event, at least 90% of the funds for such a campaign must come from the publishers' end. As far as the retailers are concerned, I am inclined to believe that the retail bookseller everywhere can best spend his funds for promotion work by larger and more carefully prepared publicity in the daily press of his own community.

It is a matter of extreme congratulation to the entire trade that the advertising of a number of publishers, both in the magazines and in the newspapers thruout the country, has become modernized and is appearing, in many cases, in an attractive and compelling form. Books are being advertised as never before, and a large proportion of this advertising is so directed that its results should reach live and aggressive booksellers. I have already seen proofs and plans of several campaigns for the remainder of this year that give great promise of interesting a large public. If this publicity of the individual publisher is capitalized by the local booksellers in their own local newspaper advertising, in their window and counter displays, etc., there cannot help but be a great increase in the distribution of books and the business of the individual bookseller.

Year-Round Bookselling Inaugurated

Mention should here be made of the campaign known as the "Year-Round Bookselling" campaign, which was inaugurated last winter by a Committee of which Mr. Melcher was Chairman. This campaign was thought out along very careful lines, and the material which has been supplied to the trade, as well as the advertising suggestions which have been passed along, is worthy of the fullest consideration by retailers. The Executive Committee of this Association in January heartily endorsed the "Year-Round Bookselling" campaign, and it is our hope that the same campaign will be carried on thruout the remainder of the year.

In surveying general trade conditions, it is a source of satisfaction that the book-trade has not been influenced to the same extent as many other lines by the depression in trade which has prevailed over the country for the last six or eight months. While it is true that the booksellers' purchases from the publishers ever since last fall have been very much reduced, I have had information from many parts of the country which leads me to believe that booksellers have been rapidly liquidating the stock which they had on hand and getting same down to a normal basis without suffering any loss. Purchases have been made on a much more conservative basis and, generally speaking, I believe that booksellers:

are in a healthy condition, both from the standpoint of stock and a financial standpoint. The book-trade has been fortunate in being somewhat behind the general trend of events in the business world, so that both the publishers and booksellers have been able to trim their ships according to the changes of the business winds.

I do not have at hand what you might call the vital statistics of the book-trade, but I believe that it has been very fortunate in getting thru the year with a very slight number of failures and business losses. There is one trade custom I would like to recommend at this point, as I believe it would tend to a healthier financial condition both for the bookseller and the publisher, I would like to recommend to all publishers that they adopt terms of settlement allowing the retailer to discount all of one month's bills on the 10th of the following month, less 2%; and that on bills sold with January 1st dating they allow discount for anticipated payments of 1% a month, i.e., payments October 10th, less 3%; November 10th, less 2%; December 10th, less 1%; January 10th, net.

I believe that, if these recommendations with regard to discounts were adopted generally, it would have the tendency to greatly improve payments of booksellers' accounts, and would aid the publisher by providing him with cash capital anywhere from 60 to 90 days earlier than he might otherwise expect. This practice would also have a very healthy tendency toward keeping the booksellers' purchases within a safe limit in relation to their capital, and would in all probability increase the number of their turnovers.

These recommended schedules of discounts are those that prevail in many lines, especially in stationery lines which are dealt in by a

large number of booksellers. I am thoroly satisfied that many stationery accounts are discounted promptly because of these discounts, while book publishers' accounts are allowed to run to maturity and often times much longer because there is no premium, or at least an inadequate one, for early payment.

I have outlined in this address some of the rather practical things that have come to my mind and under my notice during the past year. My suggestions have been largely along lines that will help the young bookseller and the small bookseller and the bookseller in the small town, and I believe it is this class of dealer who needs the greatest possible amount of encouragement if we would see the book-trade expand. I am reasonably satisfied that the big outstanding dealers in the big centers are well able to take care of themselves; but, in many cases, the little fellow has a hard time reaching the publisher with his very just complaints. He cannot thrive unless he can make money and he cannot make very much money unless he secures most of the things that have been outlined in this paper without being under the constant necessity of fighting for them on every occasion.

I want to take this occasion to thank all of my colleagues on the Executive Committee for the great amount of interest and activity they have shown thruout the year. It is only by their help and encouragement that whatever has been accomplished has been made possible.

I also want to take this occasion to thank publicly the several chairmen and members of the committees who have made this Convention possible and have given it the promise of such great success and enjoyment.

PRESIDENT HERR: The next item of business will be the treasurer's report.

Report of the Treasurer of the Year 1920-1921

By John G. Kidd

| | |
|---|------------|
| Balance in Treasury May 10, 1920 | \$1,142.31 |
| Two \$500 Certificates of Deposit | 1000.00 |
| | \$2,142.31 |

RECEIPTS

| | | |
|--|------------|------------|
| 264 Membership Dues at \$10 | \$2,640.00 | |
| 68 Membership Dues at \$ 5 | 340.00 | 2,980.00 |
| | 42.50 | |
| Interest on Liberty Band | 15 00 | 57.50 |
| Interest on Certificate of Deposit | | |
| | | \$5,179.81 |

EXPENDITURES

| | |
|---|----------|
| Badges for Convention | \$ 59.60 |
| Advertising Convention 1920 | 75.00 |
| Reporting Convention 1920 | 130.12 |
| Printing and Postage | 77.50 |
| Printing Programs, etc. | 214.75 |
| Expenses of Officers, Convention 1920 | 216.30 |
| Expenses of Speaker, Convention 1920 | 92.49 |
| Sundry Convention Expenses | 33.25 |

| | | |
|--|------------|-------------------|
| Publicity Campaign 1921 | 100.00 | |
| Incidental Expenses of President, Secretary and Treasurer | 247.00 | |
| Printing, Postage and Sundry Expenses | 387.08 | |
| Traveling Expenses of Officers | 339.57 | |
| Salary of Miss Humble, a/c Children's Book Week | 375.00 | |
| A/c of National Advertising Campaign, Mr. Alex. Grosset, Chairman | 500.00 | |
| American Fair Trade League | 200.00 | |
| Certificates of Deposit | 1,000.00 | |
| | <hr/> | |
| | \$4,047.66 | |
| Cash Balance on Hand May 9, 1921 | 1,132.15 | <u>\$5,179.81</u> |

ASSETS

| | | |
|--------------------------------------|------------|--|
| 3 Certificates of Deposit | \$1,000.00 | |
| U. S. Liberty Bond (par value) | 1,000.00 | |
| Cash Balance | 1,132.15 | |
| | <hr/> | |
| | \$3,132.15 | |

In addition to that, since last night we have secured \$210 and various new members. (Applause.)

The expenses this last year were very much heavier than usual, but we seem to have met them successfully, and I think that the assets, in connection with a proposal I have to make, will be sufficient to carry on this Convention in the future, without the assistance, directly, of the publishers.

We have had considerable activity in the Membership Committee. Mr. Herr appointed district chairmen, who have all worked most enthusiastically and quite successfully. Our complete membership, up to this morning, was 382 as against 272 last year and 253 the year before.

| | |
|----------------------|-------|
| South Carolina | 2 |
| South Dakota | 1 |
| Tennessee | 4 |
| Texas | 2 |
| Utah | 1 |
| Vermont | 1 |
| Virginia | 5 |
| Washington | 4 |
| West Virginia | 3 |
| Wisconsin | 6 |
| Miscellaneous | 1 |
| Singapore | 1 |
| Paris | 1 |
| | <hr/> |
| Total | 380 |

NUMBER OF MEMBERSHIPS TO MAY 7, 1921

| State | No. of Members |
|----------------------------|-------------------|
| Arkansas | 1 |
| California | 8 |
| Colorado | 8 |
| Connecticut | 10 |
| Delaware | 3 |
| District of Columbia | 6 |
| Illinois | 31 |
| Indiana | 6 |
| Iowa | 2 |
| Kansas | 2 |
| Kentucky | 2 |
| Louisiana | 2 |
| Maine | 2 |
| Maryland | 6 |
| Massachusetts | 48 |
| Michigan | 10 |
| Minnesota | 5 |
| Mississippi | 2 |
| Missouri | 1 |
| New Hampshire | 5 |
| New Jersey | 5 |
| New Mexico | 1 |
| New York | 115 |
| North Carolina | 5 |
| North Dakota | 1 |
| Ohio | 16 |
| Oregon | 1 |
| Pennsylvania | 42 |
| Rhode Island | 2 |

New York's membership increase is the largest in numbers, 78 to 115, but Colorado has the highest percentage. Out in Singapore, the Kiat Company of Change Alley, considers itself greatly honored by being a member. On all its stationery it announces the fact that it is a member of the American Booksellers' Association, and we all might well do the same.

As chairman of the Membership Committee, I should like to thank some of the people who have so enthusiastically co-operated in securing new members. I don't know whether there is any medal prepared for solicitors of memberships, but I think Miss Belle Walker deserves one, because she has turned in the highest percentage of new members. I would like also to thank Hugh Shields, who represents the Denver Dry Goods Company and who delivered to me five members last night and also fifty dollars. Hulings Brown is a most enthusiastic collector of memberships. Frank Shay, the unusual bookseller, has worked enthusiastically for the Association, and so have Mr. Short, who represents G. & C. Merriam, G. W. Littlejohn of Chicago, Dorothy Grant of New York, Miss Hubley, Miss Dempsey, Phil. Grosset of New York and Fred Gertner of Cleveland. We have now approximately three hundred and eighty members. If we can get this up to between five and six hundred members, we will be a body that is absolutely independent of anyone. In other words, we will not be directly dependent on

the publishers for an income sufficient to carry on this work that has been started. There are a great many of the publishers who have not been members and it strikes me that if they would all join this organization, it would enable us to go along and follow our own lines and not have to be more or less in the position of having to ask for money, and if this meeting feels that there is anything in that, I should like to have a resolution put

thru to that effect. I believe that we can dispense with the publishers' services as bankers and that fact might be of great interest to them.

The report of the Treasurer was voted received, referred to the Auditing Committee, and made a part of the record of this meeting, and the President appointed, as an Auditing Committee, J. C. Kemp, H. C. Barnhart and S. L. Nye.

Report of Entertainment Committee

By Whitney Walker

The program is in your hands. There are no further details. I am asked to make one or two announcements. Miss Dempsey, the Chairman of the Committee, asks that *everyone* come to the dance. Everyone should come in

costume, if at all possible, but if you haven't costumes, that shouldn't keep you away. The dance starts at nine o'clock in this room. At ten o'clock, the prizes for the best costumes will be awarded.

Report of the Secretary for the Year, May 1920-1921

By Belle M. Walker

MR. President, I wish to thank Mr. Kidd. It was a great surprise to me to know that I had turned in more members than anyone else. It seems to me the others could not have worked very hard, because my memberships came very easily. The fact that I make this Secretary's report is due to Mr. Melcher's resignation last fall. There are one or two things I would like to say in the way of a report. I have had printed a new edition of the constitution with the revisions that were adopted at the last Convention.

Parnassus on Wheels

It has been suggested that the Association have an emblem. Mr. Kidd remarked just now that the letterheads should announce, "Members of the American Booksellers' Association." That might meet with the approval of the Association. Just what that emblem would be or represent would have to be decided. It has also been suggested that there be a bulletin, something like the National Manufacturers' Association, to come out once a month and have all the business of the year in it.

At the Convention last year the project of the Caravan Bookshop was touched upon before it had begun its three months' pilgrimage from Cape Cod to Maine, including Bar Harbor, to the White Mountains and as far as Lake Placid, where the State Library Conference was being held. For those who have not heard of the results of that trip a few incidents may interest them. The idea of the Caravan Bookstore of 1000 volumes as an actuality of publicity value was due to the imagination of Miss Bertha Mahony, of the Boys' and Girls' Bookshop, in Boston. She was correct in thinking that the people of the small towns who had not the advantages of the bookstores would be interested in this method of putting books within their reach. The

largest buyers were found at the smallest villages and the cheapest resorts. Three days was the limit of time at any one place.

At Brewster, Mass., an iceman asked for a "History of Ireland." He said that he had a copy once, but had loaned it, and it had never been returned—this experience is evidently limited to no special grade of society—and he said, "I always said that if I ever owned another book it would be the "History of Ireland," so he paid two dollars and the book was ordered for him. At Plymouth a group of traveling players bought a copy of Lincoln's "The Portygee" for the cook. At Falmouth the movie picture men staged a scene on a farm where the farmer's wife was to walk into the house with a book under her arm. This she did, but refused to give up the book, saying, "You have trampled over my potatoes, and I guess I can have the book." In one town the editor of the newspaper, who was mayor of the town and president of the library, spent the day in the Caravan and bought generously for the library. In one of the towns school children came to the Caravan bringing their parents, who had never been in a bookstore before, and the children handled new books for the first time in their lives. One boy read three books in one day because, he said, that he knew the Caravan would not be back again that year. What particularly pleased Miss Frank, the librarian who went with the Caravan, was what people bought in comparison to what they borrowed from the Library. She said that they came to buy—considering buying an educational adventure—they bought biographies, travel books, books in nice bindings, the better class of fiction, and works of such authors as Walpole, Hudson and Conrad. All this attests to the need for a wider distribution of books.

This year has seen the growth of the Women's National Book Association and the plan of the year's program has been to have, at the monthly meetings, speakers on subjects of practical and commercial value to its members, as for instance, "How a Woman May Finance Her Own Business," which was the theme of the last meeting. Prior to the meeting all members, who can, meet and dine to-

gether, and a dinner club is being formed out of this arrangement that is a great success. A page devoted to these meetings is given every month in the PUBLISHERS' WEEKLY and *The Bookseller and Stationer* and this page is run off and mailed to the out-of-town members instead of the stenographic reports that used to be sent.

The report of the Secretary was adopted.

Report of the Program Committee

By Cedric R. Crowell

LADIES and gentlemen, you will find all notices in the programs which I think all of you hold in your hands. I would point out what the Program Committee considers the theme of this particular convention program. We all of us felt that if we could reach the potential book readers, that we could all increase our gross sales tremendously and our profits proportionately. It was that which prompted us to select as the main theme of this Convention, "How Shall We Reach the Non-book Reader?"

Make Them Reviewers

We felt that it was impossible for us to determine with accuracy the answer to this question unless we could first determine what the people want to read. I was told yesterday that a prominent book reviewer, from the time that he graduated from his university, until seven years ago, read no book for pleasure. He read a few, because he had to. Until he began his book reviewing, I am told he didn't read any books for pleasure.

There are millions like that and if we can find out how to reach them, find out what they want to read, then we will have one premise upon which to work. The next point after we determine what they want to read, is how the bookseller can create a public and give it what it wants. The third thing that we wanted to point out was the two methods by which a book shop could increase its efficiency, and we think we have done that in the program that you will hear.

Next Year's Program

If I may make for the Committee three recommendations, I should very much like to, Mr. Chairman. The first is, I think, that at the next Convention, we might have a series of model book windows. The committee this year tried to work out some scheme whereby we could have a series of six or eight model book windows, prepared by some window dressing expert here at this Convention, but the fact that we are all away from our base of supplies made that impracticable. It would have been much too great an expense, considering the fact that someone would have to be sent down to erect the windows and design and plan them and get the books. The

Committee thinks that if the Convention is held next year in a publishing center, or even in a book selling center, it will there be possible to have what we consider this important contribution to the Convention.

We also wanted papers on how to run a mail order department, and hoped to have such a number on the program. Unfortunately, we were unable to secure the man whom we thought best qualified to tell us how to run a mail order department, and rather than have a second best, we decided not to have it this year, but to recommend to the Convention and the Association that such a number be included next year on the program.

The third suggestion is prompted by our interest in cost findings. You will note on the program that Dewitt C. Eggleston, a professor of cost accounting and the author of two volumes on cost accounting, is to address the Convention on Wednesday afternoon. He will tell us what he, as an accountant, considers an ideal accounting system for the small book shop. I have had several conferences with Mr. Eggleston and finally persuaded him to serve, if this Convention would appoint a committee with him. He will be glad to give his time at absolutely no cost to the Association, to working out in more detail than he can in a short address, an ideal accounting system, which the retail seller may adopt or decline to adopt as he sees fit.

Cost Keeping

It seemed to the committee that if some such system were used, we could much more intelligently compare our costs of doing business—how much turn-over we could secure, how much profit we could make and we could do it more intelligently than we do to-day by hit-and-miss methods.

I would like also to advise you that the committee has arranged to have at the back of the hall, as you will see in the program, a question-box, into which we ask you to deposit any questions that you would like to have answered, pertaining to bookselling. We do not promise to answer them all well, but we will answer them one way or another, doing our best. I should also like to thank the members of the Committee who have made the program possible.

Report of the Board of Trade, 1920-1921

By Charles E. Butler

THE Board of Trade submits the following report of its activities. The principal effort for some time past consisted in obtaining from the individual publisher, an adequate profit in the selling of books, asking therefor a minimum discount of $\frac{1}{3}$ and 5 on one or more copies, with special rates for quantities, etc., it having been fairly estab-

had asserted was the case. In the address it was further advocated that the Board of Trade make every effort to have the publishers appoint a standing committee to meet the Board of Trade, and take up all questions affecting trading interests, wherein there were differences between bookseller and publisher, and bring the same to a final, and possibly satis-



ARTHUR LEON, EDWIN O. CHAPMAN, CHARLES E. BUTLER, LUTHER H. CAREY

lished that the cost per dollar of sale to the bookseller had advanced to $\frac{1}{3}$; hence buying at $\frac{1}{3}$ and selling at $\frac{1}{3}$ clearly showed a non-profitable transaction. This was made known to the individual publisher, and by many conceded, and the better discount of $\frac{1}{3}$ and 5 granted. Many publishers have not conceded this, still maintaining the non-profitable discount.

In an address delivered at the last Convention, the putting of all booksellers on an adequately profitable basis was urged as absolutely necessary and essential if better distribution of books was desired by the publishers. It was set forth and argued that a better distribution could not be asked for or expected of any bookseller if it rendered him inadequate profit in selling books, as the Board of Trade

factory issue between both parties. Along these lines it was planned that the Board of Trade should operate during the coming year.

At the same Convention an address was delivered strongly urging the advisability of an advertising campaign on a large scale, the publishers and booksellers contributing money to said fund in certain proportions, etc.

Immediately after the Convention the Board of Trade learned that the Executive Committee had requested a committee of the publishers to meet them, and to discuss with them the question of combined advertising.

At a meeting of the Board of Trade June 8th, this situation was taken up and very carefully considered. It was felt that the taking of such a step was inadvisable, and would very greatly interfere with the efforts and success

of the Board of Trade in their continued efforts to obtain the minimum discount of 1/3 and 5 on the ground. That if there was any truth in the assertion of the booksellers, the PUBLISHERS' WEEKLY, the *Bookseller and Stationer*, and the Board of Trade in particular, that retail dealers are not making adequate profit from their business, it surely was and is the bounden duty of all concerned, to make every possible effort to make the book-selling business adequately profitable, and that until that was accomplished, it was absurd to ask the booksellers to contribute money to increase the sale of merchandise on which they made no profit.

The Board of Trade also felt that as the Executive Committee had taken the step which it had, the Board of Trade should take the opportunity of laying before the publishers, the absolute necessity of first making book-selling adequately profitable to the bookseller before entering into a large advertising campaign. The following letter was sent:

New York,
June 17, 1920.

A meeting of the Board of Trade was held June 8th, 1920, and the following resolution was passed: That the Board of Trade present to the Executive Committee of the American Booksellers' Association, the immediate need of the retail trade for a minimum discount of 1/3 and 5, and that we ask the Executive Committee to secure the discount from all those publishers who have not already granted it, and also that the Board of Trade is heartily in accord with the advertising scheme; but we think that the discount of 1/3 and 5 should be urged of the publisher at this time, and that the success of the advertising scheme would be assured in this way.

The Board of Trade will be glad to co-operate with the special Committee to these ends.

Sincerely yours,
THE BOARD OF TRADE,
(Signed) Charles E. Butler,
Chairman.

In August 1920 the National Association of Book Publishers was formed with Mr. J. W. Hiltman of D. Appleton & Co. as President. The Chairman of the Board of Trade sent the following letter to Mr. Hiltman:

New York,
August 26, 1920.

Mr. J. W. Hiltman,
President, The National Association of Book Publishers,
c/o D. Appleton & Co.,
New York.

Dear Mr. Hiltman:
The Board of Trade of the American Booksellers' Association offer to you their sincere congratulations in the re-organization of the publishers, and at the same time extend to you their heartiest co-operation. We hope that later on, it may be your pleasure to appoint a committee to work conjointly with the Board of Trade in taking up the various problems that confront us, which we can discuss and probably settle within the law.

We assure you that the Board of Trade has no impossible schemes or ideas, to formulate, but we are actuated solely by the idea of bringing about sound business conditions with a fair and reasonable profit to all concerned, having in mind the various difficulties incidental to publishing and book-selling.

We have now, and have always had, an abiding faith in the great possibilities that can be accomplished, if we only get together, with the determination to solve the problems that have had such a deterrent influence, the accomplishment of which would redound to the ultimate growth and benefit of the Book Trade.

We believe the opportune time has arrived when practical results can be brought about in the direction as here proposed, and trust the National Association of Book Publishers will heartily join with us in this big effort for our mutual benefit and uplift, and for the people of the United States, to whom are due our very best effort for their education and enlightenment.

With sincere regards, we are,
Very truly yours,
The Board of Trade of the American Booksellers' Assn.,
(Signed) Charles E. Butler,
Chairman,

225 Fifth Avenue, New York.

The following reply was received:

August 31, 1920.

Dear Mr. Butler:

I was very glad to receive your letter of August 26th, extending the congratulations of your Association to the National Association of Book Publishers, and at the next meeting of our Board of Directors, I shall bring before them the suggestion you make that a committee be appointed to work conjointly with the Board of Trade in taking up the various problems that confront us.

With sincere regards, very truly yours,
(Signed) J. W. Hiltman,
President, National Association
of Publishers.

On October 14, 1920, the Board of Trade received a proof copy of the Report of the National Co-operative Book Advertising Campaign from our Executive Committee, stating that the committee of twelve, consisting of the executive committee of the American Booksellers' Association and six publishers representing the National Association of Book Publishers, which has been co-operating since the Convention in May to promote a National Co-operative Advertising Campaign, had, after carefully canvassing the advertising situation, and the results obtained in the canvass for funds, regretfully decided that the campaign could not be successfully prosecuted at this time, and should be postponed.

To this fund 95 retail booksellers subscribed to the amount of \$5000, or \$52.63 each.

The reason given for this was that the number of retail booksellers who pledged support to the movement was very much below the committee's expectations, and the amount so pledged was consequently greatly below their estimate from this source.

This would seem to confirm the judgment of the Board of Trade in their statement that the discount of 1-3 and 5 should be urged of the publisher at this time, and that the success of the advertising scheme would be assured in this way. We feel this statement is sound, for what merchant would want an increased business in merchandise that yielded him no adequate profit.

This same report of the Executive Committee of the American Booksellers' Association contained the information that a letter had been written to the secretary of the Publishers' Association in September, wherein it was stated that the Executive Committee of our Association was very desirous of laying before the publishers certain facts and views regarding the more universal adoption among the publishers of the minimum discount of 1-3 and 5, which the members of our Association felt it was obligatory to secure at the present time.

To this the secretary of the National Association of Book Publishers replied, by quoting the following resolution which the Publishers' Association had unanimously adopted, with instructions to forward same to the American Booksellers' Association:

That the question of discount must always remain a matter of individual negotiation between bookseller and publisher, and that this is specially provided for under the Constitution of the Association, etc.

Here the matter has rested. The attitude of the Board of Trade had always been to take up the question of discount with the individual publisher only.

It can be here stated that the publishers have not accepted the invitation of the Board of Trade in appointing a committee to meet them.

The Board of Trade has made no further effort in this direction, as it feels the situation has been very much involved, and it is awaiting the further action of the National Association of Publishers.

How Shall We Reach the Non-Book Reader?

By Carl H. Milam

Secretary of the American Library Association

LADIES and Gentlemen: Let me bring greetings from the American Library Association, members of which are interested, as you are, in promoting the distribution of books. At our Convention, which will be held in Swampscott a few weeks from now, we are to have a session devoted to "Present Day Tendencies in Book Publishing and Book Distribution," at which time the book publishers and the booksellers or the representatives of their organizations will tell what they think of us.

Traveling across the country, as I do once in a while, I look out the windows and see the farmers ploughing in their fields, and know how long a day they have put in and how tired they are at night, because I had a little experience in my youth along that line, and yet I know, in the evenings, particularly in the winter and on Sunday afternoons, they have time to read. And I see women in the small towns and in the country, out on the porches doing their work, or working in the garden, and I know they also put in long days, but in spite of their hard work, I know that they have time to read, and to sit on the front porch and gossip. Women in the small towns are up before you and I are by many hours, and they have finished their morning's work before you and I have reached our desks. They have ample time probably during the mornings, afternoons and evenings to sit at their windows and wonder about their neighbor's new car, or the new couch, or the size of the week's washing, just as we do in the cities. They have time to read. Do they read and what do they read? Or if they do not read, why don't they read? These are interesting questions to those who are engaged in the business of book distribution. It is quite probable, I suppose, that

The great difficulty of the Board of Trade carrying on its functions with fifteen members, many of them residing in other cities, suggests the necessity of the Board being empowered to appoint six alternates residing in New York, to fill the places of members who may be absent. This could enable the Board at all times to perform its functions with a working representation always on hand. We ask that such a resolution be passed.

It would seem advisable that the Board of Trade should be allowed to function as provided in the Constitution, as otherwise it might be seriously hampered, to the possible detriment of the entire trade.

PRESIDENT HERR: I have great pleasure in stating that we have with us the Secretary of the American Library Association, who will now address us on the subject: "How Shall We Reach the Non-Bookreader?"

our descendants,—our professional and business descendants—one hundred years from now may be asking these same questions. We shall not answer them all at this Convention, nor at the next dozen conventions, but that will not excuse us if we fail to do our part by answering them.

I am a librarian. My business is promoting good reading and the wide distribution of reading matter. I think I shall have to ask you to assume with me for the next few minutes that the promotion of reading means also the promotion of the sale of books.

Do people read? Yes, by the millions. The New York Public Library issued for home use last year more than nine million six hundred thousand volumes. The city of Jacksonville, Florida, from its public library, circulated last year nearly a quarter of a million volumes, which is more than two and one-half volumes per capita. But in Jacksonville, out of some ninety-one thousand population, only seventeen thousand six hundred and one are registered library borrowers. Even if you assume that every borrower takes books for some one person who is not a borrower, you still have nearly two-thirds of the population who are not taking books from the public library. It is probably safe to assume that those who do use the public library are also the ones who buy books of their own.

Our most interesting and instructive figures, however, about the use of books or the non-use of books, come from the country districts or from the country as a whole. The figures from the United States Bureau of Education show that there are sixty million people in the United States who do not have access to adequate local public libraries. It

may be assumed, I think, that nearly all of those sixty million people do not have access either to local book stores. While they are children in school, they may have access to a few books. Certainly they have their textbooks, but when they leave school they leave books behind. Other things are flaunted before their faces. Automobiles, tobacco, ice cream sodas are put where they can buy them. It takes courage to refuse to buy them, but if they want a book it takes real effort and some courage to buy it. Books are not where they can get at them.

What Delaware Children Read

Some years ago in Delaware a survey was made, of what the children in the schools read and what the homes had in the way of books. That survey is now out-of-date, but it probably is true in a general way of a great many rural districts all over the United States. In one district twenty-four families lived. Thirty-six pupils in those families had read no books,—thirty-six. Eighteen out of twenty-four homes owned no books. Six homes took no paper. In another district of nineteen families, thirty-one children had read no books, only two families owned a book, and that was the life of McKinley, eleven families took no paper. I say that because it was probably a subscription edition that someone had sold just after his death.

And the man who made the survey listed these books: "Sermons by the Devil," "The Curse of Drink," "How to Behave in Society," and "Half Hours with the Holy Bible." A girl of thirteen in one district reported that she had read three books in three years and they were: "Sermons by the Devil," "Woman's Temptation," and "Conversation Between Mr. World and Mrs. Church Member." When you are quoting that, it is very important to get the correct gender. Forty per cent of the children of a whole county reported that they had read nothing in three years, and over half the homes of a whole county owned no books.

What Are the Reasons?

This condition is not limited to the country districts. I have lived in a city, which is proud to claim a co-ordinate standing with the best American suburbs. There is a little girl who sometimes comes to our home, and the eagerness with which she goes for our little girl's books is positively pitiful. In her home there is not a book anywhere in sight. The child borrows no books from the local branch of the Public Library, because she forgets to take them back, or the mother is afraid the baby will tear them. The child has no books except what she gets in the school. It is unquestionably true, as the Chairman of the Program Committee said, that there are millions of people in America who, from the time they leave school, are never directly influenced by a book. What are the reasons?

Some say it is because of lack of money. A young married woman, a former librarian,

told me last week that she could not afford to buy books, and I had a letter to that effect the other day from a professor in an Alabama College. He said: "You will never increase the sale of books until the prices come down." I suspect that maybe the college professor was telling the truth about his own condition. As a class, college professors buy as many books as they can afford, but the woman had recently married a well-to-do man, and she admitted that her husband had just bought a sail-boat, as his motor boat did not furnish him with enough thrills on Lake Michigan.

I think the woman's case is typical. They think they cannot afford to buy books, but it is a relative matter. They spend hundreds of dollars on other luxuries and let books go by. Among these millions of people in the country, without books, there are many automobiles; there are thousands of victrolas and pianos, and other things, without which they could get along.

Everybody Has Time To Read

Others say that the people do not have time to read, and yet we know that almost every man and woman spends several hours each week in unprofitable conversation, or in turning over the pages of the newspaper which has already been read, or in sitting idly on the front porches, or around the fire, on the railroad train or street cars. There is hardly a man or woman in the United States who could not find time sometime during the month to read a book or two during a week. *Everybody* has time to read. The difficulty is they have not been taught to read—they have not learned to read. What is the answer? I believe we shall find the answer in:

EDUCATION, ADVERTISING and DISTRIBUTION. Public schools are now called upon by enthusiasts to teach how to do everything—how to make baskets, how to drive nails, how to peel potatoes, and how to brush teeth. All of these are important, but they do not teach children how to read.

As an assistant in a university library several years ago, I remember a young man, fresh from an accredited high school, who wanted to know something about railroads. I pointed to the encyclopedia. One-half hour later I found him still turning the pages. He didn't know how to find in the encyclopedia the article on railroads. There are scores of young women whom I have come across in the ten or fifteen years of my business life fresh from a so-called commercial college or from commercial departments of high schools, who never think of turning to a book on office administration for something fresh or new on filing systems.

Most men in business will accept new ideas from associates and competitors, but they have never heard of St. Elmo Lewis, who wrote "Getting the Most Out of Business" or of "Influencing Men in Business" by Walter Dill Scott. Men and women telephone to newspapers, banks and to all their friends,

seeking information which they could get in half a minute out of the World's Almanac.

When they want to be amused they go to the movies. When they want to be inspired, they go to a lecture or to church, or to talk with a friend. Of course, the schools do teach reading, but to a large extent and in an abnormally number of schools, reading means oral reading. Your child and mine spend hours upon hours in learning how to read, but if our children are taught reading a book silently, it is for punishment.

The teaching of literature consists largely in analyzing a good story. Few people are ever able to enjoy "Ivanhoe" or "Silas Marner," because they studied them in school. To a very large extent the trouble is not with the teacher, but with the school equipment.

The only way to teach children to read is to supply them with lots of books. I believe the bookseller, the publisher and the librarian should organize a national campaign with the slogan:

"More Books In the School"

Let us surround the children with hundreds of good books. Let us make books so generously available that a teacher can put new books into her children's hands for reading courses every two or three weeks, if she wants to, as they are doing in the best schools. Let us unite in demanding that the school equipment and the teaching shall be of such a character that every boy and every girl will naturally turn to books for amusement, for inspiration and for every sort of fact.

A committee of prominent librarians has recently drafted a plan or standard for school libraries in the schools, and I think it may be worth while to read just a paragraph or two from the standards they have set. It was prepared, by the way, for the National Education Association's Library Department:

"All pupils in both elementary and secondary schools should have ready access to books to the end that they may be trained to love to read that which is worthwhile."

And now my second point, Advertising. Every man who doesn't know anything about it likes to talk to booksellers and publishers about advertising. I am no exception, but I am going to try to exert a bit of caution in what I say about advertising and to limit my remarks to those items which in a sense concern us largely as librarians, rather than as booksellers. I am not going to try to tell you how to advertise your own business.

In the first place, I should like to endorse what Mr. Osborn said in the PUBLISHERS' WEEKLY of a few weeks ago, that when we read our evening newspapers it would be a great advantage if you could find there books listed in such attractive fashion that we would be made to want them, and if we were told when and where to get books. A man takes a lot of chances when he goes into a bookstore to find a book. He may have heard a friend speak about it, but the chances are

less than even that he will find it in the ordinary bookstore.

Advertise

Of course, the bookstores cannot stock everything, and if a man wants a book he should be willing to wait. As a matter of fact, we are not always willing to wait and it is discouraging to try to get the thing we want when we so frequently fail to find it. You would make us a lot happier if you would make us want the books you do have. If co-operative advertising ever does make possible the employment of advertising experts for the book business, I think the advertising experts would have the time of their lives. Books have so wide an appeal. They can be made to fit every man at all of the ages of his life and in all conditions. If a man or child, or a woman is interested in anything, you will find a book which will connect up with that interest.

A personal hobby of mine has been Reading Courses. Let me ask you to imagine that on next Tuesday morning every automobile mechanic in the United States is to find on his bench a most attractively printed little eight page leaflet about, let us say, six of the best books for an automobile mechanic, the books to be selected carefully by someone who knows the mechanic's point of view. Let us imagine that the eight pages are talks about those six books. Could we not do that sort of thing in so good a way that the librarians would have a run on automobile books and that every bookstore would be sold out and that even the publishers would feel the demand?

A Popular List

Suppose that could be done for several trades or several professions. I heard a preacher talking about books the other day, and he said: "I went to a country town in Illinois, to revisit the Theological Seminary from which I came, and which had taught me that I was well equipped to preach all the days of my life. I drifted into the Public Library and I found a book on theology. I haven't had a comfortable day since I read that book, but I have been a lot better preacher." If we could put that idea into all the preachers of the United States! Couldn't we do it thru print, we who are promoting the distribution of books? Surely we believe in the power of print; can we not thru reading courses and reading suggestions promote the sale of books?

During the war, or immediately following the armistice, the American Library Association compiled and printed a list of "Eight Hundred Useful Books" for distribution among the ex-service men. Some twenty or forty thousand, I believe, were placed in the hands of the Haskins Agency in Washington. Those lists were distributed to those who asked for them one copy at a time. The list was printed in about one hundred papers. Mr. Haskins wrote the other day, that for several months he hadn't dared to advertise

that list. It had been the most popular pamphlet ever distributed and the supply would be exhausted without any advertising. It shows that people want reading suggestions when they can be furnished in the proper form.

A librarian with a keen sense of publicity values wrote me the other day about moving picture advertising for libraries. He said: "The moving picture world is as yet an undiscovered country to book people. Slides calling attention to titles or literary hours are pitifully amateurish. Why not hear from the book world as well as the world of current events?" Perhaps we can compete with the movies on their own screens.

Book Lists and Human Interest

During the last two, three or four years the American Library Association has found out that people were very much interested,—magazine readers and editors, in what people read. I do not mean from the literary standpoint. I mean that readers of magazines have been found to be most interested, for example, in what the soldiers read, in what children read, in what the foreign-born American reads. We have found the magazines much interested in the county book wagon, as they were in the Book Caravan. I believe there are possibilities in the book publishing and magazine field, so that people will get to thinking about books.

General Munson, head of the Morale Branch of the War Department, called me into his office and tried to persuade me as the representative of the American Library Association to launch a national campaign for promoting the sale of good books on citizenship and world problems. He is himself somewhat of a student of psychology and of advertising. "The newspapers," he said, "are filled with headlines discussing world problems. It would be the easiest thing in the world to make up a new book to the headlines in the paper of the day before. Get on the front pages news about books. Increase the sale by a scheme of national publicity, which would not cost anything except for the preparation of the material." Maybe he is right. Certainly there are possibilities.

New Selling Methods

Should we not make more use of exhibits and displays? Every week and every day in Atlantic City and every day in New York City, every day in many of the large cities throuth the country, there are conventions of one sort or another. Could we not bring before these Conventions some idea of buying books in their own lines? Could we not perhaps have a traveling library or caravan thru some of our southern cities, where libraries have developed very slowly, so that we could make those people realize what they are missing when books do not come into their lives?

Now as to distribution. A month ago I wrote to several advertising men, asking the question which we are discussing at this

Convention. From Merle Sidener, a very influential and thoughtful advertising man who uses books, I had this answer. I quote it for what it is worth:

"The book publisher and the bookseller are perhaps further behind the profession in the matter of merchandising methods than any other class of business men. * * *

"Look over the so-called book advertising in the magazines and newspapers and see if you can discover anything different from the way it was done 25 years ago. Oh, yes, the publisher of the O. Henry books discovered something new when he began to tell a part of the story and then stopped suddenly, saying you could read the rest of it in the book. And some other publishers have come along and copied that style. But what have they done in the way of creating new merchandising methods? What have they done in the way of analyzing their market, and determining wherein their present distribution system is in error? How many places can you buy books? The manufacturer of Vick's Salve now sells it thru grocery stores instead of confining it to the drug stores as a whole. And the manufacturer of Lux, a cleansing powder, now sells his product thru the drug stores instead of being content to sell thru the groceries alone. The manufacturers of automobile tires distribute thru paper jobbers. Candy manufacturers have their wares on sale now in barber shops, railway stations, in the lobbies of big buildings—in other words, they have placed their wares on universal sale."

Make It Easier

It is hard for many folks to buy or to borrow books. As I said in the beginning, it takes real effort to order a book. Even the ordering of a book from a mail order catalog somehow seems less easy than the ordering of a dozen cans of peas. Will the time ever come when the country town hardware merchant will stock books on fishing when he stocks fishing tackle, and books on up-to-date farming when he lays in a supply of farm implements?

I think that in the field of distribution, also, libraries deserve mention. When the book wagon started out from Hibbing, Minnesota, or from Hagerstown, Maryland, it was probably true that very few of the thousands of folks, who now read, were reading books. They now have a circulation running into the tens of thousands, created by the book wagon. I believe every one of those book readers created or revived by the library book-wagon is a potential book buyer. I believe wherever the library is established, in this generation or the next, the bookseller will feel the result in increased trade. Certainly the children are reading hundreds and thousands of books that they didn't read before. I believe that when libraries are established throuth the country, the bookstores will have to increase and enlarge to meet the demand.

To summarize, I have spoken of the appalling



MR. AND MRS. LOWELL BRENTANO

ing lack of books in many homes throuth the United States. I have suggested, as all others do, a few methods of advertising, having a national scope, from the standpoint of the promotion of reading. I have quoted a thoughtful and intelligent advertising man, who believes, as no doubt we all do, in putting books on sale everywhere, but if there is anything in my remarks that has real value it is what I have said about education. Every possible effort should be made, of course, to make readers of the present generation, but the results will not be wholly satisfactory. The

adults are old dogs and for them reading is a new trick, but it lies within the power of booksellers, publishers and librarians and other educators to make their children lovers and users of books, and the method is simply to surround the child with attractive books and make books a part of his everyday life.

(A rising vote of thanks was accorded Mr. Milam).

PRESIDENT HERR: We can now proceed with the discussion of the report of the Board of Trade, or of Mr. Milam's address.

MR. J. W. CORRIGAN: Mr. Chairman, one night last week I attended at a public school at home a series of tableaux showing the education of the world from the very earliest times up to the present time. It was done by a series of tableaux by the children in the schools, brought from the early stages right up to the present date, and it was one of the most effective things I have ever seen. If this could be carried thru, starting in with the early days, when they read on stone or whatever it was right up to now, introducing the different types of printing, it seems to me it would be very effective. Have the children take part themselves in a series of little tableaux. The one I saw was called "Light." I gave the program to the Chairman of the Board of Education at Toronto. He thought very highly of it. If the same thing could be put thru in the public schools, it would be very beneficial, I am sure.

MR. RALPH WILSON: I think Mr. Milam's was a very interesting paper, especially along the line of advertising, and what he said about bringing to the attention of the public books in which they might be interested at any time, I think is excellent. At the present time, I believe the daily newspaper advertising of R. H. Macy Company is the best thing in book advertising in New York City. The question of relativity is in all of our minds, in view of the fact that Professor Einstein is in this country. Macy's recently advertised four important books on the subject. I think if the booksellers can afford to spend the money, they can get results, because I think that that kind of advertising is the most effective we have.

PRESIDENT HERR: Mr. Lowell Brentano has come into the room, and I would like to have his report as Chairman of the Publicity Committee.

Report of the Publicity Committee

By Lowell Brentano

I DON'T know whether to offer an explanation or an apology for my belated appearance here, but I have both. This morning I staid behind to gather up some belated newspaper men, and I have three representatives of the press who arrived this morning from Philadelphia to give this Convention every publicity in the newspapers.

We did the usual advertising this year, but

the work of the Publicity Committee was rather hampered, first, by the fact that we had no local committee on the ground to co-operate with us, as happens when the Convention is held in a larger city. We didn't feel that we wanted to get large appropriations for advertising and publicity, as we felt that the appropriations that were secured ought to be devoted to entertainment or some substantial purpose.

However, we were able to carry on the usual Advertising Convention in Chicago a few years, advertising in the trade papers—the PUBLISHERS' WEEKLY, *The Bookseller and Stationer*, and the Baker & Taylor *Bulletin*, which co-operated in mailing out the Convention data. Ten days ago we sent out six hundred post-cards to all the members, an invitation to attend the Convention.

The duty of the Publicity Committee before the Convention was to get the book-trade here, and now that we have them here, it is our duty to see that the public knows that this Convention is being held, and I think this year, more than ever before, we have newspapers and newspapermen who are ready to co-operate.

PRESIDENT HERR: The report of the Publicity Committee, if there are no objections, will be spread on the minutes. We will be glad to hear any further discussion.

MISS FITZPATRICK: I want to thank Mr. Corrigan for the advertising he gave the tableau "Light." If anybody here would like a copy of "Light" the Atlantic Monthly Press would be very happy to see that he gets one.

MR. L. ALFRED HOOPER (Salt Lake City): I would like to make a suggestion to the book-sellers here,—something that worked out with

us. I belong to the Advertising Club of our State and as their representative I attended the Advertising Convention in Chicago a few years, which resulted in the Desaret Bookstore thinking that I went crazy on advertising. When I got back, I put our advertising in the hands of one of the best advertising firms in the west, with the result that the first three months of this year our business showed an increase of seventy per cent over last year.

We have co-operated with local movements in every way we could. We have a reading circle which offers to every Association various courses. We make a slight price concession to those buying the entire seven books suggested.

The following committees were appointed:
Resolutions Committee:

L. A. Keating, Chairman.
Joseph Esterbrook
C. H. Tracht
Tina J. Cummings
Harry Korner
Ralph Wilson
C. R. Crowell
Hugh Shields.

Nominating Committee:

H. S. Hutchinson
H. C. Siler
Mrs. Ida Watson
E. W. James.

Afternoon Session---Tuesday, May 10th

Meeting called to order by President Herr, at 2:25 p. m.

PRESIDENT HERR: The subject for the Convention meeting this afternoon is "What the People Want to Read," and the committee has

endeavored to secure addresses on this subject from people in different lines of work. The first address will be by Henry Blackman Sell, Editor of *Harper's Bazar*, formerly Literary Editor of the Chicago *Daily News*.

What the People Want to Read. A Symposium

From the Point of View of an Editor

By Henry Blackman Sell,

Editor of *Harper's Bazar*

BOOKSELLING is probably the queerest of all the businesses. In fact, it isn't a business at all; it is a gift. The successful bookseller combines, as nearly as I have been able to determine, the graciousness of the well-tipped head waiter, the mind-reading propensities of a Hindoo crystal-gazer, and some of the finesse of a French diplomat. It is a big and indefinable and humpty-dumpty, nonsensical business anyway, because when a man comes in to buy a book, you are up against the problem of prying into his affairs—all his secret thoughts and secret shames, and he resents it very, very much. So it is a very difficult problem.

Irvin Cobb, in finishing an address at the Coffee House, which is a group, as many of you know, of those who write and draw and do other comical things for a living, said: "I am a very selfish man; in fact, I can prove it. I can prove it by telling you that I always bathe alone." Frank Crowninshield, the editor of *Vanity Fair*, was next, and Frank is never at a loss for a successful come-back. "Like

Mr. Cobb, I too bathe alone, but not because I am a selfish man; because I am a very considerate man."

The man that you are after in this Convention, as near as I can figure out from reading the various bits of literature that have come my way, is the so-called non-book reader. He is an elusive bird, and in most cases, he is either a man, who, like Cobb, is a selfish man, and does his reading alone by himself, for his own personal edification or amusement, or he is a considerate man, who like Crowninshield, reads alone for his own amusement. It is a very peculiar thing. Most people seem to consider books as something—Oh, well—I am speaking strictly of the non-book reader.

I may, by the way, say that I feel very competent to speak for the non-book reader, because for four years and a little more, I read an average of—let us be conservative and say two books a week and often more, and sometimes less, altho I wrote about twenty, at least twenty every week. You can get a lot by listening, especially to the salesmen who

give you a big earful. Now I am the tired business man, very decidedly, but a magazine of the character of *Harper's Bazar*, is a long way from literature. It leads me into by-paths and by-ways and the little fiction we use, isn't literature, and what part of it is fiction really, I don't know.

I take home a batch of manuscript so high, every once in a while and put it under the mattress to flatten it out, get up the next morning and pick out the nearest one and use it. My troubles are almost all with the more technical angles of *Harper's Bazar* and that is a long way from the publishing business. When I get home at night, I am the one who wants to go and sit on Ziegfeld's Roof and bang on a tin table with a wooden hammer, rather than sit at home and read one of the comical documents. I know what "the tired business man" means now. It is hard to sit down with a book after getting home, having said "yes" and "no," and having people talk to you all day. You don't want to go home and read a book, so in the last year I have read only what has come to me, what comes to the average business man.

We have been all over, east of the Mississippi in the last year. We have been to all the places where people who have lots of money go, following the *Harper's Bazar* readers,—to Palm Beach, to White Sulphur and here to Atlantic City, and, having a great interest in bookselling, I have made it a point to speak to people, where it could be done, about the books they had in their hands, and talking to the news girl and talking to various people where the book subject would come up.

"Oh, I Don't Know"

I found, incidentally, that people were reading very very good things, at least, people whom I have approached. It is a peculiar thing about reading. You sit down next to a man in a Pullman or a smoker, who has a copy of "Main Street" because that is what you will see everywhere, and you say: "Nice weather," and look out the window, and you remark what a rotten year it's been and how the market has gone to pieces and you say: "Reading a book? Is it a good book?" He says: "Oh, I don't know; I just bought it at the station." "Well," you say, "do you like it?" He says: "Oh, I don't know." He is on page 294 and before you came in, he had his eyes glued on it. You say: "How did you happen to hear about it?" "Oh, I don't know; I just bought it at the station." He does not want to talk about it—so afraid, most everybody is, that if it is a good book, somebody will entitle him a highbrow, one of these guys who reads—and if it isn't a good book (of course, everybody knows that there are a lot of bum books written) that he is just trying to pass the time away. The last book he read was one of Zane Grey's or Robert W. Chambers'. He said something to some intelligent people about "The Valley of the Golden Wheat" being a great book, and somebody looked at him—someone they all respected, and said: "Oh,

that is no book to read; that is very ordinary." Having read "Main Street" and liked it, he is cautious about it. It is the hardest thing to get people to talk about what they are reading, and some are reading good stuff. I found a man reading "Old Junk" which I found very delightful. We were sitting on the porch of the Golf Club and I said: "That is a pretty good book," and he said: "Oh, yes, yes. Had a wonderful day to-day—teed off, etc." He will do anything except talk about the book.

Terse Paragraphs

That is a thing that is tremendously important in working out the problem of the non-book reader. If we can only, in some way (we tried it on the Chicago *Daily News*, and I think with some success) get young live chaps to write about books in such a way that people who do not easily talk about books, can talk about them. We wrote very short, terse little paragraphs, saying as nearly as possible something which was in the vernacular—something that the man could repeat when someone asked him if it was a good book. You will find that people pick up this information—about theaters, for instance. They will read Heywood Broun's review of the show, and they will repeat it word for word. If you say: "How did you like 'Claire de Lune'?" they will answer: "The audience acted like the devil." That was the end of Broun's review. I have heard at least ten people reply, after attending the first night of 'Claire de Lune' and being asked: "How did you like it?" "All right, but didn't the audience act like the devil!"

We talked about "White Shadows in the South Seas" very briefly; the review could not have been more than ten lines: "This is the best travel book of the past year." You have no idea how many people, at one time or another, have said: "This is the best travel book of the past year," and, the first thing you know, it is the best travel book of the year.

Say something definite about the book. The average person comes into a bookstore and he has heard about "Main Street" we will say. Somebody drops something about its being a pretty good book and he picks it up. One man said to me—he is the head of the largest, in point of money, dressmaking establishment in New York. He said he had bought "Main Street." He thought it was a pretty good book. "Not much plot or anything, but it kind of held you." He told that to someone else. "Not much plot but it kind of held you," and that remark probably sold ten books.

"It Kind of Held You"

The point of all this is, that the man goes into the bookstore. He looks along the counter and doesn't see "Main Street." He says: "Have you got a book—let's see—it's by Upton Sinclair—they call it 'Main Street'?" He knows this book and says: "Is this a good book?" and the clerk says: "Yes, we are selling a great many of them." That doesn't give him anything to talk about, you know. "All

right, I'll take it"; and he looks around and carefully gives the clerk the money and goes out, trying to make the book look as much like a box of candy as possible.

Now, if the clerk had just taken a little time, and you are all in a position to help the clerk do that, he might have said: "Yes, it is the story of a small town" and so and so. It doesn't have to be more than two fragmentary sentences, but if it is something that the man can say after he has read it, he doesn't have to use epigrams. "Well, it hasn't much plot, but it held you." Even that is better.

My general conclusion, speaking as one of the eventual customers of the books that you may possibly sell and publish in the next year is, that I would like attached to the copy of my book—and for Heaven's sake, I don't mean that you ought to paste a slogan across the front of it: "This is a thrilling, blood-curdling book"; that isn't it—that someone shall read it first and get out of it a little touch of the book itself. The example which you have, "This is the best travel book of the year" doesn't hitch up to my remarks at all. Tie up your customer and your book, as much as possible, and give them something to take away with them.

Buy a Book a Week?

It seems to me the advertising plan which Mr. Melcher has been working on so faithfully and diligently is defective in only one point, and that is that it is entirely too general. It is my own, personal, private opinion, on the "Own Your Own Home" basis—I really and truly feel that there is a great fault with the slogan. I do not think that "Buy A Book A Week" has ever made anybody buy a book a week, a month, or any other time. I think it is horrible. I think at least it should be: "Have you bought a book this week?" There might be some worth in that, but "Buy A Book A Week"—your business man rushing up or downtown, or out to the golf links, reads: "Buy A Book A Week" and he says: "Oh! what t'ell." A long list of titles means nothing to him. Tie this up with something definite.

"I'm Going To Buy Another"

Out on the *Daily News*, they had a very expensive and very elaborate system of publicity for all kinds of things, automobiles and everything of that sort, and we used to write ads called the "Daily News of Business." We would write one on the automobile; tell how the wind blew thru your hair and the blush of youth came back to the cheeks of friend wife, and it was great stuff, because the husband coming home at night—he comes in tired and receptive, and the wife says: "You know, we should have an automobile; it makes the wind blow thru your hair and it brings back the blush of youth." They tried it on the book business. It was great poetry but it didn't sell books. I had long arguments with the advertising manager. I said to those fellows: "You are wasting your space. The only thing to do is to take a book and talk about it—one book." Talk about that book and then people will go and buy that book and

they will read that book and they will say: "It didn't hurt at all—not a bit. By George, I'm going to buy another," and they do.

We found when we got them to buy books in September, they buy them until May, and if you let people get started in September in *not* buying books, they get into their social things and join women's clubs. If you get them started, they are apt to read three, four or five books in a year, but it seems to me that this publicity, which is certainly wonderful, does not.

Mr. Melcher said to me last night: "You know we cannot do everything. We have connected with book shops all over the country and have pulled them together in a common cause."

Now, I think it is a wonderful thing to have an organization that draws people together and makes everybody feel as tho he were actually in the book business, but this business of "Buy A Book A Week" doesn't register with me at all.

Slogans

I also see general items going out thru the press about Abraham Lincoln—well he would not do at all—he had only three books—or an item reading "Washington's library was a large one. He was a strong and noble man. He was made President of the United States. It was all because he bought a book a week."

It seems to me you don't get down to specific facts. Of course, the impossible thing is the beautiful thing to do—have *all* our advertisers get together on "Main Street" or "White Shadows in the South Seas" (I wish I could remember one title from each list) and concentrate on one book at one time. Competition is not, in this case, the life of trade, but it is useful. It seems as if this whole end should be to tie up the customer with an idea—give him something to think about when you give him a book—use the valuable space on the jacket—not to tell what a blood-curdling thing it is, but tell them something about the book.

One advertising man with a very large concern said to me one day: "It is a wonderful book—such and such—Mr. B. said so. I must read it." But the publisher goes in too much for trying to emulate the advertising of regular business. As I said to begin with, it isn't a business at all. It is a queer and subtle sort of thing—buying and selling books, and writing books and selecting manuscript. It is all kind of humpty-dumpty, as it is run now. One thing is necessary to correct the whole business and that is to have the substance of the book put into a summary and given to the clerk, to as great an extent, as possible—not just "This is a great book, and we sell lots of them." Have every man concentrate.

I wish I felt, could feel, that there would be some change in the "Buy A Book A Week" title. It seems so ridiculous, and it doesn't mean anything to anybody, I think. I know a very good book man invented that phrase, but he wasn't a good advertising man. The idea has always been that you should tie this idea up with "Say It With Flowers!"

that being the one great successful slogan, but you must tie it up with something equally good. You do not stop to think that the florist not only tells you to "say it with flowers," but he makes it very, very simple to do it. You drop into a florists and you suddenly think of someone's birthday, one thousand miles away and you want these flowers delivered in three hours, and they are. As Mr. Melcher has said, there isn't

enough money and time back of the Year-Round Bookselling Campaign to criticize it yet, and so I won't, but a great deal has got to be done before you can work out this "Buy a Book A Week" to effectiveness. Thank you. [Applause.]

PRESIDENT HERR: The next address will be delivered by Robert Cortes Holliday, author of "Broome Street Straws," "Peeps at People," etc.

What the People Want to Read. A Symposium

From the Point of View of a Critic

By Robert Cortes Holliday,

Literary Advisor to Henry Holt & Co.

THERE are a great many things that I should explain right off the bat. The first of these is, that I have attempted various ways of making a speech and none of them has panned out very well so far. The first way I tried was to memorize the thing most carefully—something that I had prepared after much labor. I found out that I couldn't recall a word of anything I memorized, so I abandoned that idea. Then I tried to speak without any preparation at all, on the principle that all things work together for good, to them that love God. I found I had the wrong thought on that. My attempt this time is to be a sort of mixed grill. I will speak right off the reel whenever I can and read a little whenever I cannot do anything else.

When Is a Holliday Not a Holliday?

The second thing I should explain arises from this fact. A number of people asked me on the train how my book shop was getting on. I have been in the book business all my life, I think, but there has been some misapprehension as to that. As a matter of fact, before that Holliday Book Shop on 47th Street opened up, the news got about that there was to be such a shop, and I was told by a number of people that I was going to open a book shop and I insisted I wasn't. They said: "There was a lady in here who said so." Then I saw an advertisement in the *Evening Post* of the Holliday Book Shop. I went around there somewhat cautiously. I did not know but at some time or other I *might* have opened a book shop. I went in, as I frequently do, to see what it was I had done. I found a young man in there who is an authentic Holliday, but isn't me.

As I say, I think I have been a bookseller all my life. It seems to make my life more respectable. Being knocked about from pillar to post, it gives a unity and dignity to it and gives me the feeling of having served a useful purpose in the world. As a publicity man, I now do good by stealth. Every now and then, somewhere in the world, I hope, I get some immortal soul to buy a book which, perhaps, he would not have bought if he had seen the book first.

I started out in life as an illustrator. It seems to me an illustrator is a sort of bookseller. He makes books more attractive to

the potential buyer, by his illustrations, but I wasn't successful as an illustrator, because I got no books to illustrate. Then I became a book reviewer, and it seems to me that in the full sense of the word, the book reviewer is and should be a bookseller. If his business is not to bring each book which comes before him to be desired by its particular audience, I don't know what his business is, and that is precisely the thing that the bookseller does.

Knock Books

As I read the reviews, I get the impression that more and more the reviewers have come to regard themselves as, in a sense, booksellers—that is, they are part of the machinery for the responsible trade in books.

Other tendencies of the time, I'll attempt to discuss, tho I'm very much afraid the most appropriate title for my remarks would be one coined by Richard Le Gallienne—"Glimpses into the Obvious." It is a very dangerous thing to attempt to discuss what people want to read.

A very striking instance of the fallibility of human prediction was given us just before the Armistice. It was said on every hand, as I remember, that we all had had our fill of trouble and gloom and that the thing that was to happen after peace, would be a very violent and universal return to books of the bon-bon type, the Anthony Hope, "When Knighthood Was in Flower" sort of thing. That I heard over and over. Unfortunately, what happened, we know. A great many of the most successful novels of England—"Potterism," for one, conspicuously features, as the newspapers would say, a murder. The kind of book which fills the air most over here, is now and has been for some time, the kind of book which I would call the "knock book," that is, the book that knocks something, like the muck-rake period of Ida Tarbell. With peace didn't come the millenium. Everybody read and applauded the prize knock book, "The Economic Consequences of the Peace" following upon the celebrated "Gentleman with the Duster." Then Lansing gets a gallery hand by knocking Wilson, and Dr. Grayson enters into the sport by declaring that he'll knock Lansing's block off. Of course, in the matter of fiction, all humanity gets knocked.

Ready For Reconstruction

A literary broker of my acquaintance tells me that even our most popular magazines have canned their formerly inflexible rule for the happy ending. Away, altogether, apparently, with sweetness and light. And yet our younger novelists of revolt, as I believe they are called, who have been throwing American civilization all about, have now got under way such a revolt against them in the newspapers and magazines, that they are being knocked all over the place.

The publishers, as I see what they are doing from my little corner, are not seeking knock books at all. I think at present the feeling in the publishing business is, that we are getting about as fed up with what I call knock books as we formerly were with war books, and I myself would like to see a lessening of popularity of books of that sort and the return of the books in non-fiction that we did expect immediately after the peace,—books of hopefulness and reconstruction. Of course, all fiction isn't of this realistic sort. Mrs. Wharton goes on, and James Oliver Curwood and Locke and Zane Grey and Max Beerbohm, and also our extraordinary passion for the South Seas still burns.

Pastepot Passing

To my mind there is a very interesting situation in the present popularity of various kinds of books which used to be plugs, and in the disappearance of books of other kinds which only a few years ago were sure sellers. A type which seems very largely to have gone out of fashion was that paste-pot and scissors affair, of which I found it necessary to sell such quantities when I was on the floor in the Scribner store. I don't see those any more; they are certainly not sought—I mean those written by Noel Williams, Christopher Hare and Francis Gribble—"George Sand and Her Lovers" and "Ladies of the Italian Renaissance." They made the biggest pile by the door.

It was in days before our slogan "Buy a Book a Week," but I think innumerable customers bought one of those fool volumes every single week. They would not stand much chance with publishers to-day. Better things it seems have taken their place—"Henry Adams," Roosevelt or James "Letters" and volumes of that authentic character. A peculiarity of the class of popular books just now is what I call "I books," that is, memoirs, and books of travel, with a lively personal touch. We've got a great flair just now for Daisy Ashfords, Steeplejacks and Margots, and "From Mayfair to Moscow," "From the Sea to the Jungle," and things of that kind.

And there is this very singular phenomenon—the passing of a publishing hobgoblin of a few years ago, that is that a book of essays was "damned." We know that in the eighteenth and nineteenth centuries in England, essays were apparently very much the go and

we know that our fathers had no fear of essays—Irving, Emerson, Thoreau, Hawthorne, Lowell, Holmes. Nevertheless, somewhere about the opening of our own day, an iron-bound tradition became erected in the publishing business, at least in the United States, that books of essays would not sell; could not be made to sell even sufficiently to avoid a considerable loss on the investment of manufacture; in fact, were quite impossible as a publishing venture. No matter how well a publisher himself liked a book of essays, or the publisher's reader, it was considered economic publisher's reader, it was considered economic madness, or professional heresy to accept it.

Essays and Short Stories

Oh yes, a young fellow named Morley, who worked at Doubleday, Page, in some friendly fashion got a book of essays published and it sold very well indeed, and now it seems to me, the house with which I am connected, is going to bring out three volumes of essays this fall, and I have heard of a number of others. I am determined to believe that the vogue of the essay will endure for at least a few seasons.

I think right now, there is much more consideration given seriously to books of short stories. As one publisher's reader put it to me—he didn't throw down so quickly as of old manuscripts of that sort.

If I were selling books directly to customers in the store to-day, I should feel that I were doing them a service by impressing upon them one aspect of the publishing situation as it is now. That is, that now is the time to form a library. A reader thinks that if he does not happen to own an ordinary copy of, say, "The Old Wives' Tale" that he can send out any time and buy one—there's no particular hurry; but I'm not at all sure that he can. Books are going out of print very quickly. Mr. Lucas was very much upset last summer when he was over here, because he could not walk up to any book counter in the land and get a copy of "Ethan Frome." A few hundred copies of "The Divine Fire" were sold last year, but unless things change very shortly, I think it improbable that publishers can afford to continue to reprint for a few hundred sale. Not long ago, an investment of \$8,000, in reprinting a new edition of "The Home Book of Verse" yielded a return of \$114 to meet overhead, etc.

Foreign Fiction

The point I am particularly getting at is, that if I were a bookseller, I should regard it as a service to my employer and the customers, to keep my eye on books that were published just a little while ago.

An interesting thing about what people now want to read is what I take to be the greatly widening interest in contemporary foreign literature. A number of years ago we had "Quo Vadis." Ibsen, Maeterlinck and Tolstoy and several foreign hobbies like that, but was

there anything like the popular public we have to-day for "The Four Horsemen," "Hunger," "Growth of the Soil"? Along with this, certainly never before have our younger novelists been so much and so generously influenced by Continental methods of fiction, and yet, at the same time, I gather that the British take us to be more peculiarly American in our literature than ever.

Chesterton's Comment

I had the pleasure of spending an evening in the company of Gilbert Chesterton just before he sailed. He had just returned from Omaha. He had at first been much puzzled in the Middle West by what seemed to him the extraordinary number of people in the theatrical profession. Everywhere he went, he said, he heard someone referred to as a "bad actor." "Now in my country" he observed, "we mean by a bad actor, one who has mistaken his vocation as to the stage." He had also been hurt by being called by a reporter "a regular guy." But the real point of my story is, of course, his comment on American literature. He remembered when he was a boy, he said, hearing his father and his uncles speak of a book, that had come out, merely as a new book, without regard to which side of the Atlantic it had been published. Everybody in England read and talked about "The Autocrat of the Breakfast Table" but did not speak of it as a new American book. Now, he said, when an Englishman was impressed, and rightly so, by "Spoon River Anthology" or by "Main Street" this would not be so.

I suppose one couldn't talk about books to-day, for more than a few minutes without mentioning "Main Street." It has been called the American "Old Wives' Tale," but it seems to me that a model for the idea of the book which may have been much nearer Mr. Lewis's mind was no less a classic than Flaubert's masterpiece "Madame Bovary." In each book there is the relentless study of a neurotic woman married to a provincial physician, and in both of the books the husband is of the same type.

Hero of the Future

That is my particular point now. In a long succession of stories of marital life, the husband is of the same type, a slow-witted, rather coarse, good-humored, effectual man, married to a woman of sensitive organism, romantic disposition and aesthetic cravings. *She* wants a separate bed-room. *He* can't see any sense in such an idea; is only bewildered by such a notion. *She* finds very repellant his lying snoring in bed, and so on.

I'm afraid my idea wouldn't please the vast audience of women readers. But if a young novelist wants to be really ambitious in revolt against smugness of mind and wishey-washey sentiment, why shouldn't he put the reverse English on the usual situation in fiction, and marry a man of sensitive organism, romantic disposition and aesthetic cravings to a lady

who can't possibly comprehend why he wants a separate bed-room, and who revolts him terribly by the way she snores in bed.

There is another thing which strikes me as peculiar and notable about what people apparently want to read these days. A few years ago, when, after a good deal of the society of Tarkington, Samuel Merwin, Harry Leon Wilson and a number of others of our popular native sons, I felt an inclination for a little of the highest-bred English writing, I used to go round to some very aristocratic and exclusive book-shop for it. *Now* it is only necessary to go to a subway newsstand and get a couple of copies of magazines known to be the most popular in the world, the kind with advertisements of silk hosiery all thru them. There you will find enough Galsworthy, Wells, Bennett, Walpole, and so on, to last you quite a while.

New Interest in Authors

That brings to my mind still another thing. It seems to me that the people are more interested to-day than ever before in the position of writers, and what the people take to be the real excellence of their work. I remember when traveling about in the Middle West and I talked with young women reading books in hammocks. They told me the book in hand was a fine story, and if I asked them who wrote the story they read the other day, they would look blank and say they couldn't remember. I think that sort of thing is passing. People are more interested, to my mind, in real authors.

In conclusion, it seems to me, that salesmen do not work as hard now as we did during my day in a bookstore. Saturdays in summer, on the Avenue, stores apparently are not open at all. Five o'clock closing runs apparently most of the year. Nothing I can see looks like the great and famous "Christmas rush" of old times, when we got a dollar "supper money," went back and sold books until nine at night and then stayed until eleven, straightening out stock. Perhaps people do their Christmas shopping earlier.

I remember the last night of my "Christmas rush." When it was over, I invited an equally worn-out colleague of mine into a nearby café, as those institutions were called. I suspect that he was not very familiar with the etiquette of the bar-room, but evidently, he wanted to do the gracious thing, and it is probable that he did not hear me altogether distinctly. As we raised our glasses I remarked, "To hell with Christmas!" He bowed very elaborately and replied: "The same to you."

PRESIDENT HERR: There is with us to-day Mrs. May Lamberton Becker, of New York, who for four years has conducted the *Literary Review* of the New York *Evening Post*, and she is very intimate thru her 'Reader's Guide' column with what people want to read. She has consented to add to our discussion of this subject.

What the People Want to Read

From the Viewpoint of a Columnist

By May Lamberton Becker

THERE is, perhaps some reason for my thinking that I am in a position to contribute some knowledge of the ultimate consumer's point of view. For nearly seven years I have conducted a "Question and Answer Department" in the *Literary Review* of the New York *Evening Post*, known as the "Readers' Guide," in which people ask me questions—not questions about books, but advice on the choice of books for every kind of possible purpose, and, as the clientele of the *Post* is not only very large but widely distributed, these questions come to me from every State in the Union—from the Panama Zone I have had two or three, from China, one, from India, one, and a very active representation from San Francisco. Advice is asked on every kind of subject imaginable, for every purpose, for every particular human need. If there is any one job on the face of the earth, in which it is impossible to be "bookish," it is a job like that on the "Readers' Guide."

If a book is worth anything at all, it has come out of the life of some man or woman and it must answer some definite need of some other human being. Books, you see, are very human creatures and so are some men and women, and it is my business to bring the right ones together.

A number of questions come from women's clubs, the country over—not the big ones, but the study circles that are doing a great deal to create a cultural atmosphere—the reading circle—the little book club that doesn't get into the newspapers at all. Those are scattered everywhere; the men whose education was not taken very seriously when they were younger and who are making up for it now—those write me—the boys, passionately anxious to get the equivalent of a college education—a great many of them came to this country from another land; and then the people that want gifts for this purpose or that purpose, always giving me details about the person for whom they want the gift. I think perhaps this is the largest group—the people who want books for children, for some special purpose, as one girl for instance, who had never read a book of her own free will. Her guardian wanted a book that would make her go on reading. I have heard from it since. She got the book; it was "The Story of Doctor Doolittle," and she has been reading steadily since. The most important of all are the unclassified questions, which make up about seventy per cent of the whole.

The first question, I think, that ever came to me, was from a woman who wanted a list of books to read out loud to a convalescent husband, and she added: "He cannot stand uplift." I made up as good a list as possible, and I had good results. I had two letters, one on monogrammed stationery from Riverside Drive, and the other from Oklahoma. They

both asked practically the same question: "What book can I get that will show me how to think definitely, clearly and straight thru a subject?" And there are a hundred different types, just like that—every kind of thing you can possibly think of.

From an experience of this sort, one naturally wants, less and less to make general statements, but there are two things on which I have come to some conclusion: I think I can say with justice, as the conductor of this department, I have come to the conclusion that the reader has a right to expect two things, and only two, let us say from the writer. I am not going to try to tell you what the public wants. No one can, because what they want to-day, they do not want tomorrow. They buy, as you know, a great deal what you see fit that they should buy; also they buy a whole lot of books that they don't read and they buy a whole lot of books that they do not read thru; they also buy books that they don't like. I think the most popular book just at this moment is the most disliked book, taking it point by point. But putting those things aside, I think I am justified in saying that the American reader has a right to expect that the books you give him, speaking particularly of fiction, should be in the key of American life, in the general tone of American life, and you know as well as I do, that that would not be a tragedy. The key of American life is not the tragic key. Every life, of course, will hold a tragedy, if it only keeps on living long enough. The way to avoid an individual tragedy is to choose your time to die, with accuracy. The American attitude toward life is not the tragic attitude—no, because I think you will agree with me that the tragic never comes into life until finality comes; when the end is there then it is tragic and not until then. So long as there is a door or a window open, it is not tragic, but when finality is written, that is tragic, and the American has not, normally, that sense of finality. There is always the expectation of beginning again somewhere else.

My little daughter attended a private theatrical class, which gave a performance in which the audience was limited to members of the cast. These plays were mostly musical in character. As I had to live in the same apartment, I overheard them. I was rather troubled to hear what a high mortality they all had. It was never over until they were all dead. I asked my daughter if she had anything on her mind and she said: "When they are dead, you know, that stops everything; as long as they are alive, there doesn't seem to be any way to make it stop." Death affords an automatic chance for getting thru—it means, done—over—finished—"Finis" is written, and the American doesn't write "Finis" to anything. Life isn't yet tragic.

The American reaction toward poverty, for instance, is different. If you write a novel about poverty in Russia, write it in the tragic vein, but if you write it in America, don't do that. The American attitude toward poverty is that it is a highly unpleasant incident. A man who loses his money, drops out of sight as quickly as possible, so that he can bob up again in another place. He may never bob up, but he expects to. And I would advise any man who wants to write a novel about poverty, not to write it in the tragic, continental vogue, but emphasize the picturesque attitude. Everybody who has been thru it, knows there is a sporting feeling about not knowing where your next meal is coming from. If you know you are not going to have any next meal, finality is written, the thing becomes tragic.

The American, writing about advanced or middle age in woman, must take an entirely different attitude if he wants to meet the reactions of the American people, from what he would take if he were writing on the Continent. "The Dangerous Age" is a tragedy; when it was made into a play last winter, "The White Villa," it was a tragedy. Middle age—I hate to put a date on this—is a matter on which I prefer to ignore the calendar for very good personal reasons, but you know, there is certainly "Finis" written across life in "The Dangerous Age." Life is very tragic—the situation is very tragic, when to a woman the end is coming, the end of everything that means life to her. Now you know as well as I do, that that is not at all the American woman's reaction during that time of life. She is not as interested in what is ending as in what is coming. For the first time in her life she can join a club; for the first time, five o'clock does not have any awful significance for her; she doesn't have to go home and get things started; she doesn't have to go over the entire family budget to see that every child is clothed properly before she can buy a wrap. The dividend years are opening. A comedy is one in which the real play begins at the close of the last curtain. It deals with openings and beginnings. Life is like that in America.

That, I think, is a great deal deeper than the question of the happy ending. You know, as well as I do, that the happy ending simply means that you chose the right turn of the road at which to stop. It is the place where the immediate prospect is attractive. But wherever you stop, and whatever your ending, you will get more of the American consciousness of a reaction, if you keep to this idea.

It is only two generations since we had to make excuses to ourselves for reading novels at all and that idea is still in our bones. I have been co-operating with you for a long while. I send a lot of business your way. The people who read the literary review of the *Post* are book buyers; they ask what books to buy; they want a book; they know they want one; they are very grateful for advice as to the right book, and I think that is where you and

I come together. My business is showing people what I think is the right book. You need just such synopses as your first speaker called to your attention; something by which you get the whole of the book in three lines. The bookseller is doing that all the time. Every book-shop ought to be a cultural center, representing not only its immediate locality, but the community and all of the surrounding district. (Applause.)

PRESIDENT HERR: Before these pertinent remarks have got out of your minds, I am going to give you a few minutes' time for discussion on the three addresses you have heard. Is there no one on the floor who has an idea, arising out of these discussions?

MRS. IDA WATSON of Duluth: Here is an idea that was new to me and it may be to others. During the Religious Book Week, we hit upon a plan of inviting all the ministers to help—One minister I found in the city of Duluth who was a reviewer of books at his Sunday evening services. I asked him to come to the book-shop and discussed with him the idea of his carrying in Sunday school, or church, a rack of books that he reviewed. He was willing to do so, and we have a silent advertiser there. We have no notice, but he is willing to carry these books, because he reviews them—because he considers them worth while. He makes books eloquent at the entrance of his church or Sunday school.

Again, during Religious Book Week, the Y. W. C. A. co-operated very largely with us, and we suggested books on the calendar in the lobby of the Y. W. C. A., and by a rack of books, especially accentuating the books that were cheap in price, and easily carried in the pocket. We erected this stand and sold a very satisfactory number of books during that week, and now we have a prominent stand there. We give the Y. W. C. A. a small commission for selling the books. It has been my object to let a book speak for itself wherever possible.

I think the books are much more eloquent than merely a poster of "Buy a Book a Week" but they must have some classification. That selection of books in the Y. W. C. A. is, I think, most appropriate. There are many places in which we can put books and our books can speak for themselves. I think it is a vital thing to look out for these chances.

MR. CONOVER: I want to speak of what we may call "flower books." I have had the habit for the last ten years, of using my Sunday afternoons for outdoor walks, and getting acquainted with the Maker of all human nature, and when I began, my knowledge was rather limited and my acquaintance with the flowers was rather limited, but in that time I have become acquainted with at least two hundred and fifty flowers around our neighborhood, that I can see and call by name.

How do I make this fact useful? I hardly ever come in from one of those tramps that I do not take the flowers down to the store and

set them in a window or in the show case. Pretty soon someone says "What kind of a flower is that?" I say: "Haven't you ever come across that?" Then I go and get Reed's book and I open that and show them the different kinds—Dutchmen's breeches—and another, that belongs to the class called bleeding heart. You have seen that in your garden. I show them the picture and I tell them how they can have the book handy in their pockets.

Then I see the School Commissioner in our district, who is quite an enthusiast about flowers. The children take a sheet of cardboard and every flower they find, beginning in April, they mount on that cardboard and when they get thru the season, they have a flower calendar. They are doing the same thing with birds, and making a bird calendar and my store is headquarters for the exhibitions they are going to make in the fall at the County Fair. You would be surprised at the exhibits the children are going to make at that time with the various things they find out about nature—birds' nests and flowers. Last year our county took—I won't say how many—prizes at the State Fair for its collections.

I have taken a little credit to myself for that because I have started them on the way, and I am selling books, as well as educating the children along other lines. (Applause.)

Not Like Other Businesses

MR. KEATING: I was so unfortunate as to come into the room after Mr. Sell had started his very interesting address. I think it is a great pity that Mr. Sell is disassociated from the Chicago paper on which he did such marked things in the way of introducing books to the clientele of his paper. I am sure that if he had remained there in the close contact with books, such as he had at that time, he might have reached different conclusions from those he announced to-day.

In the first place, I think that his thought that the book business is different from other businesses in that it is subtle and temperamental and artistic, a point expressed so well, is being rejected from the booksellers' minds. Too long we have thought of bookselling as different from other businesses. I think it is time we got down to facts and looked upon it, not as a literary vocation but as a merchandising vocation. We sell books as other merchandise is sold. Once I said to the head of Loeser & Company, that this business was absolutely different—there were certain considerations that entered into the sale of books. He said: "Every buyer in the house thinks that his business is peculiar and different." I didn't have a leg to stand on—because every business is peculiar and different.

I want to differ in another particular with Mr. Sell. In the matter of selling a book—for Goodness' sake, haven't we sold enough single books? Everybody in the United States nearly has a book that he has been sold at one time or another. *We want to sell the idea of possessing—buying books. We want*

to sell a habit. We have done the boosting of single titles time and time again, and the buying of one book and the reading of one book doesn't necessarily make a habit. We have a bigger job ahead of us. We have got to impress upon people that books are essential—that books can be had.

Have You a Little Library in Your Home?

I have not any brief to hold for Mr. Newton's slogan "Buy a Book a Week," but after all, that has in it the idea that we want to put across—by a small investment one can have all that literature offers. Anyone can build up a library by a very small weekly, monthly or daily expense. Let him buy a book and he does get the idea of owning and reading his own books. I think there were several other points that I disagreed with Mr. Sell about but I have forgotten them. We want to sell an idea and we can do it as well as others sell Victrola records—as well as the automobile manufacturers have sold the idea of owning a motor car. We have got to sell the idea—not a book. We have sold "books"; we want to sell *more books—the idea of building up libraries.*

A few years ago I visited Mr. Ketcham on Long Island and we went thru the home of a millionaire manufacturer. He had everything in the house, from a palm garden to his own incinerating plant—everything the heart could wish for, and he showed us with a great deal of pride over the house, and he had a room off the main hall on the first floor, and he said: "We are going to use this as a sort of den; I am going to keep my guns here, and my wife is going to keep her sewing machine there." I said: "Where are you going to keep your books?" He said: "My wife has a combination desk and bookcase and we are going to have it in this room." That is how they felt towards this idea of owning books. They haven't been taught to want books.

And it isn't only the multi-millionaire we are after, but the man who works with his hands, who needs the relaxation that books can bring him, and we want, by some phrase—"Buy a Book a Week" or another, to bring home to him the idea that he can possess books for himself, surround himself with them, that he can know as much as the other man, if he wants to apply himself. Let us pound home that idea. The book selling business is *not* different from other businesses.

MR. SELL: May I make the suggestion that this change might be made: "Have you a little library in your home?" (Applause.)

PRESIDENT HERR: We will now proceed with the regular order of the program. We have had a couple of discussions by people who think they know what people want to read, and now we are going to have one by someone who ought to be in a position to know what they like to read—Mr. Daniel Longwell, clerk in the Pennsylvania Terminal Book Shop.

What the People Want to Read

From the Point of View of a Book Clerk

By Daniel Longwell

Clerk at The Pennsylvania Terminal Bookshop, New York City

A CLERK in a book-shop is something of an information bureau. At his back are all the publishers that have got out books and all the machinery of distribution, and he tries to fit the book to the mind of the buyer.

It is a rather difficult position and in his work he has, perhaps, a thousand and one questions by the prospective customer for every book that he sells, and from those questions, he forms some idea of the public taste, of the trend and tendencies of the book-buying public.

In the few years that I have been answering the questions and endeavoring to fulfil the desires I have discovered several things. In the small book-shop, the range of questions put to the clerk is tremendous. There is the person who will drop in and say: "Have you such and such a book? Now, let's see; I have forgotten the name and the title and the publisher of it, but the plot runs like this." Or the man who has done research work, and if you cannot tell him the name of some translation, he accuses you of being a dullard, and says you really do not know your stock. There is also the young man who will say: "Say, Mister, have you that poem, 'And I Learned about Women from Her'?"

It is interesting to meet the different types of people. There is the wealthy man, and the scholar, and there are all elements that go to make up a heterogeneous nation, and it is our duty to fit the book to the man or woman or boy who wants or needs it. We have to sympathize with them and try to sell them the book they want.

I should say the American public is divided into two large groups of people. In the first place, we have our literary group—our really intelligent book-buyers who know what they want and you can tell them by their dislikes, they want no trash. And on the other hand, we have the readers who need recreation and it is they perhaps, who give us our bread and butter. They want no highbrow reading and by their dislikes shall you know them. In the first class, the readers look for translations of the European classics. They are the people who have been buying the James "Letters" or books of that type. They want Hardy and Kipling and Walpole and Swinnerton. They are constantly demanding more and better books. Take "The Education of Henry Adams"; that is typical of the book read by that class of people. You can tell the type the minute he comes into the book-shop and if he has not asked for it, you know he will be back and ask for "The Outline of History." They are the people who want the James "Letters" or Bishop's "Life of Roosevelt" or "The Biography of Margot Asquith"—an intelligent lot of people.

"You cannot say to one of them: "What do

you like to read, Mister?" because he will be insulted. The books are going to sell themselves to him. He will look upon you as an upstart. He has definite wants and the only thing you can get for him is intelligent book clerks—reference libraries in the shops. And, again, he wants on the shelves the standard authors, he is anxious to get them and you need not worry about his buying if you have worthwhile books to read on the shelves. You needn't worry about readers of that type, they are increasing in large numbers. Our universities are over-crowded at the present time with young people who are the great potential book-buying public.

The second type of reader is the one who wants no highbrow work, but he is for all of that a worthy reader. If you want to know what his mind looks like, look at the index of the *Saturday Evening Post* and you have it. He is the man who wants the type of story written by Scott Fitzgerald, or William J. Locke. He is one of the people that the *Saturday Evening Post* type of author wants to get hold of. He likes J. Oliver Curwood and novels of action—strong men and weak women.

These people want their books written by experts—Otto H. Kahn or Frank H. Vanderlip—experts from the Wharton School of Finance or the Harvard University School of Business. They want that type of man writing the books—Vardon on Golf, or Tilden on Tennis.

In their fiction they want light reading. Plenty of action, getting the utmost out of the turn of a phrase or the play upon a word. There is the fickle type of reader, who rushes into the first place of amusement in sight—to a movie, the show, or to a book-shop and, if you can get to them first, they will come to the book-shop and buy.

They read, not because of the habit of reading, but because it is pure pleasure. They want humor. They support our Fairbank's and Chaplin's in the movies, and plays on the stages that are running for two years. They will say: "Have you a good funny book; have you something that will make me laugh? I am going away on a trip and I want something I can pick up that will make me laugh." Frank Bacon's play has been on Broadway for about two years. It is a humorous play. We have our school of Bret Harte and Mark Twain and our old writers in American literature, and they were widely read. People are still reading them. There is a class of people who want the type of humor aimed right at the solar plexus.

What else do people want? They ask for books on gardening—on building a garage, or something on landscape gardening. They are

asking for books on different parts of the country.

What are these traits that we are trying to develop in a book-shop? We are a curious people, a self-educated people, and a book-shop is a part of the community service; it must be a reference library for all people who come in and a place to help them secure their wants. The book clerk must be a reference library. I want to stress that point.

The American people are interested in a certain lot of political scandal. Is there a political attack or any big fight down in Washington or between two countries—they want a book on it. The American people are used to knocking in their newspapers and they have to find a place to go to discuss those questions. They are interested in all political action that is going on in the country at this time. They are interested in personalities. That is a point in selling books—the personality of your author.

They will stand a great deal of biography. Some will come in and say: "Have you any good essays or have you a recent biography of some note?"—"The Education of Henry Adams," "The Life of John Marshall" or Albert Bigelow Payne's "Life of Mark Twain," the magazine *Asia*, or the *National Magazine*. People are anxious to get hold of books telling about strange places—the farthest coast, the farthest islands. Our nation is becoming an exporting nation, and we are getting out of our narrow sphere, and books of travel will always be in great demand.

Barrie is one of the most pleasant authors to sell. You are certain of satisfaction. People are romantic. They say: "Have you something like the 'Broad Highway' or 'The Beloved Vagabond'?" They have been reading "Main Street" or "Miss Lulu Bett," but the American people are, on the whole, romantic. "Alice in Wonderland" is wonderfully popular in America. It is removed from our daily life.

The American people have a great appetite for mystery books. A man will come into the book-shop and get a mystery story for himself and a love story for his wife. Poe appeals to all. There are a great many mystery stories that have been written that are very successful—Conan Doyle—people are asking for his books all the time. He is just one. Dramatic action, as I say, they want something of the movie quality, such as the plays that Fairbanks plays in.

The newspaper man sees a peculiar side of our life. His viewpoint is interesting to the American people—stories by newspaper writers—W. L. George's book "Caliban." Then there is Mrs. Willsie's "The Enchanted Canyon"; they like a Western story. They will come in every week and buy Western stories. They like Jeffrey Farnol's books. They haven't got over their old time traits. They want to go back to the South Seas or the Fourteenth century for their action; somewhere they have not been.

I think one of the big things I have had a

demand for is Christopher Morley's "The Haunted Bookshop." The American people are not ignorant people. The people who have read Morley will follow him thru and they come back and ask for more.

I will say the American people have a genius for reading the *new* book. You may have all the wealth of all the wisdom on the earth but if you have a book that was published yesterday, and tell them that, they take it. People are up and coming and we cannot combat that. The American people want the new thing; they have a genius for that. *They want the book that is being read.*

The customer says: "I want this book; it is being read; someone suggested it" or "The reviewer said something about this." They want the book that the salesman is reading.

It is unfortunate that booksellers are not more extensive readers, because the average question asked when they come into the shop is: "What good book have you read? Can you recommend me a nice book?" He should read at least one-tenth of the books he is selling. Here is the weakest point in the book-selling business, the weakest point in our merchandising. We do everything but attend to the thing that stands between us and the customers.

The average book clerk is in the business only two or three years. Train your book clerk. How? I don't know. Perhaps the PUBLISHERS' WEEKLY can run a good extension department; perhaps the Booksellers' Association can in some way stress the idea of training the book clerk. Perhaps they can train him in the book-shops. A bond salesman works for a while in Ohio, then is sent to New York, and back to Ohio. Send our clerks for a while to a library, then to the big book-shop and back to the small book-shop.

If you want to get the people who are not reading to-day, who are drifting into the book-shop, get competent book clerks.

MR. SHOEMAKER: There are various ways of getting on the program. The understanding was that this year, Philadelphia was to be conspicuous by its absence, but I managed to slip in here to say something. Somebody asked me this morning, why I didn't talk about the new outlet for books as a result of the dress-making business, and it might interest you to know that, not from any idea of our own, but due to the resourcefulness of a garment manufacturer, a new outlet for books has been developed.

In other words, a manufacturer of dresses in New York, came to us and asked us for the privilege of using the name "Betty Wales" on dresses, and quite to our surprise, the business has developed far beyond any expectations we had and the books not only advertise him, but he uses the books as premiums. There is a coupon attached to the skirt of each Betty Wales dress and the person who buys the dress can cut off the coupon and fill in the names of five of her girl friends. She sends that to the manufacturer of the dresses in New York,

who collects those names, tabulates them and sends them back to the town in which he has an agency for the dresses and sends to us the name of the sender, and she receives from us one of the Betty Wales books.

I think I am not violating any of the secrets of the trade when I say that they are getting from us not less than one thousand books a month—about 15,000 Betty Wales books a year are going out. Each girl who gets one of those books from us, there are eight volumes in a set, is a potential buyer of the rest of the set. We follow that up with a letter, telling her about the rest of the books in the set. The

result of that all is, that a set of books which is some fifteen or eighteen years old, and which was not becoming any more active, has become one of the most active sets of books on our list, and all due to the fact that we are developing an entirely new market for books. We can speak of this in all modesty, because it is not our own idea.

PRESIDENT HERR: I take great pleasure in introducing Mrs. Honoré Willsie, author of "The Enchanted Canyon," "The Heart of the Desert," and formerly Editor-in-Chief of the Butterick Publications.

What the People Want to Read

From the Point of View of an Author

By Honoré Willsie

WELL, I am here under false representations. I do not know anything about what the public wants to read. If I did, instead of riding in a Dodge car, six years old, whose self-starter won't work, I would be riding in a Rolls-Royce. I have been trying for a good many years to discover what people want to read. I have learned a great deal about this from you people to-day. However, I will try to prove to you that I do not know what the public wants.

The Author Collects Data

The author must have a story in his or her heart, which he feels he must put on paper, and the Lord be with him for the result. Just to prove to you that I don't know why books sell—before I wrote my last book, I thought I would inquire as to the popularity of several Western stories. I went into a Liggett Drug Store where there was a girl I had a nodding acquaintance with, merely nodding—behind the book counter. I said: "How about the books on the southwest that are being published now; what do you think is the best?" She said: "I don't know." I said: "Can you recommend one to me?" "No," she said, "I don't like any of them very much, except Zane Grey's and Harold Bell Wright's. They are all punk. We have one old one that sells and sells and sells; it is a rotten book but you might read it." I said: "Who wrote it?" She said: "A man wrote it, whose name is Willsie. It is a rotten story." I suppose I had a curious expression on my face and she said: "Have you ever read it?" And I said: "Yes, a good many years ago." She said: "How did you like it?" I said: "It was a rotten story." And I didn't buy the book.

I took on the job of editor of the *Delineator*. I didn't want to be the editor of a woman's magazine. I was the editor of the *Delineator* for nearly six years. The task that was set me as editor of the *Delineator*, was the task for turning the *Delineator* from being a mere fashion magazine into a magazine with some literary quality. I was very ignorant

when I took the job. After five years,—rather to show you I don't know what people want,—I made a speech in Detroit before the women's clubs, and I suppose there were five hundred or six hundred women there and four hundred and ninety-nine of them came up to me and said: "You know, we never knew that the *Delineator* was not merely a fashion magazine."

Somebody asked me how it felt to be the editor of a magazine having the circulation of the *Delineator*. I said: "When you are going to make a speech before an enormous assembly, you sweat blood preparing the speech; you put the best effort of your life into the speech; you dream about it, and when you are thru, you find the audience is deaf, dumb and blind. That is how it feels to be the editor of a magazine.

Sure Fire Stuff

There are five or six things I found as editor of the *Delineator*, were sure to bring requests for more. Sex stuff; that is, when a writer writes a story like Robert Chambers, he knows sex stuff sells. I suppose that is why he writes it. He knows that people like to be led right straight up to the bed-room door and then have the door banged in their faces, as my husband says. Robert Chambers worked that for years and years. You can be very sure of building up your circulation; it will jump and jump for you.

I was talking with a man last week who owns a big newspaper syndicate, and I asked him if he published sex stuff. He said "No." I said: "Why?" He said: "It doesn't develop a permanent audience." He said: "We want a permanent audience." There is another type of sex stuff—the muck raking type. It holds up to the eyes of the morbidly curious public the things that should be private, the things that human beings all know and don't want to talk about, and every once in a while someone comes along with courage to talk about it and we all lap it up. Those are the two kinds of sex stuff. I avoided them in the *Delineator*. I suppose a magazine is a

personal thing, and I was more interested in out-of-door things and in children, and I took it for granted that there were just as many women and men in the country who were as interested, and I avoided the sex stuff.

Then after that there was the adventure material. Each month when I made up the magazine, I said,—so many months out of the year we will have adventure, so many months, a child story, and every month out of the year, a love story. I thought, up to the time of taking the editorship of the *Delineator*, that women didn't care for adventure. I had a letter one day from a woman in Dakota. The idea she tried to get across to me was this: Why don't you have stories of the sea? Why is it that writers do not write the kind of stories of the sea that I would like to read? She said: "People think of me as a dried up old maid, living on this farm which my father left me, doing the daily routine of the farm, day after day, living here with nothing to see but the endless prairies, and yet, I tell you that every night when I go to bed I see the sea, and I long for a book that tells me the things I want to know. I want to know if the sea, when you say it is green, is as green as our prairies are in the Spring? Do the gulls scream at dawn or at night—when do they scream? My father staid at sea until he was twenty-five years of age, then he came here and staid all his life. Won't you please find a writer who knows the sea and write a love story of the sea—on the sea in a very small boat at night. The hired man goes to milk and then he goes home and the neighborhood is quiet, and me,—I am on the sea." I found her a story of the sea but I never heard from her again.

Love Stories Popular

Love stories, always love stories, are liked; particularly the simple romantic love story, not the sex story; that is quite distinct from the ordinary love story, the great love story. "The Brushwood Boy" will live forever, I believe,—we never published such a story—what I call a sexless love story, which is full of sex, without having a request for more, twelve months out of the year, year after year. Men and women like to read a clean, fine love story.

Again, the child story. A woman's magazine turns naturally to child's stuff and so when I became editor of the magazine, I said "Let us carry the regular department in the back of the book but have no fiction about it." I had two or three experiences which made me see I was wrong. I will tell you two.

I was making a talk in the middle west, again before a woman's club. I was sitting on the platform behind one of the speakers. The chief speaker of the day was a distinguished college professor, who had just come from Europe, and he had been asked by this woman's club to talk on the general political chaos in Europe. If any of you have ever spoken to an exclusively feminine audience, you know it is a difficult audience to talk to, because there is a continual adjusting; four or

five years ago, they would knit,—a little powdering of the nose,—and I could see this was a particularly restless audience, and they all had fans. This college professor leaned on the table and sweated (he didn't perspire) and tried to get his idea over, but the political chaos in Europe somehow or other had no place there. They edged toward the door. They looked at me and wondered whether I was going to say anything worth saying to them. Finally, the professor said in closing: "I want to speak of something I saw in Amsterdam. I want to tell you about eight little Amsterdam orphans, of whom I had the care." The women came right out to the front. The nose powdering stopped, and he held them breathless and motionless while he told them about the children.

Stories of Hearth and Home

Another incident: There was a group of very highbrow writers in New York. They made a great mistake, and I will tell you about it. They were talking, about fifty or sixty of them, about getting up a community wherein they could all live and where the children would be taken from the parents and brought up by hand by people trained and equipped to bring the children up in this community. There was to be a community this and that, leaving the men and women writers free to expand their souls and pursue the publishers. There were a great many distinguished names there and they gave a banquet. They made two mistakes. I didn't talk; I am a lowbrow. These people who were there would not admit to reading anything lower than the *New Republic*. As I say, they asked me. They asked also a man whose name you would all know,—a great writer on political economy. He is about fifty years old. He looks as tho he never had a drop of red blood in his body; may be that is the reason they asked him there. He was to close the whole evening by pulling the situation together and telling them what a great economic idea it was. It had Bolshevism backed off the boards and was going to make over the world. There was considerable stress laid by the women present on the matter of this community training of children. There was considerable discussion. Some husbands and wives were present. It was an interesting meeting in more ways than one. When the economist was called upon to speak, he got up slowly and looked around and said: "Ladies and Gentlemen: I have one comment to make on this evening's portrayal of modern tendencies. When I was a boy I went to the public school in the country and we learned to speak pieces, and I learned one I have never forgotten: 'Backward, turn backward, O Time, in your flight,

Make me a child again, just for tonight.'"

He said: "When you men and women can embody that thought and what that thought has meant to men and women for countless generations, then you can begin to talk about making Utopia, and not until then."

I went back to the Butterick Building and I said: "We are going to have stories about mothers and children," and we did, and people liked them; not that they told me so, but the circulation went up, and the circulation man said maybe there was hope for me.

There is the mystery story. For the family magazine, there isn't anything better than one mystery story every third month, making a serial of it, if possible. The people love it.

This winter I went out on a western ranch, and I had many and various experiences out there. We were sixty miles south of a railroad; the ranch was in a little valley from which gigantic mountains arose, so you could walk out and put your hand on the mountain's shoulder. It varied from ten above zero to forty below, in temperature. There were about twelve families. It was all blue from the elevation and the snow. People lived in log cabins. They were active people, and they were enormous readers. They read nothing but two things: *The Atlantic Monthly*, and Zane Grey and Harold Bell Wright and any other western writer that came along. They are rough people,—practically all of Anglo-Saxon descent. They live a big free life. They have no morals worth mentioning, but the man who is the most immoral man in the valley, is a man I will call Jones. He was unmoral—a man of about fifty. He was a wonderful broncho buster, and comfortably well off, but even the people in this country said he was a little bit rough. But on the shoulder of the mountain, fifteen miles from our cabin, was another cabin and there lived there the stingiest man in this country, and this stingy man had a wife and she was a very pretty girl. When it came time for the wife's baby to come, the stingy husband said she couldn't have Aunty Ames or any help except what he could give her. The doctor was sixty miles away. It was too much trouble. People in the valley were not particularly interested one way or the other. This stingy man, they said, was going a little bit too far, but nobody tried to help the matter out. One day there was a blizzard, and I was alone in our cabin. There came a knock at the door and in came this man Jones, covered with snow, and he had a bundle in his arms and he brought it in and said it was a baby. It seems he had gone up on the mountain to have some sort of a row with the stingy man and had found the wife alone in child birth, and she died. He brought the baby to me—a pitiful tragedy that few people know about.

A day or so after this, Jones was going to do some dehorning. They dehorned the young steers out there. The people lack for excitement and so this dehorning that is carried on is very popular. There were fifteen or twenty of us watching the dehorning. Jones would go out on his horse and let the steer run. Jones would go up neck and neck with the steer, the horse threw him on his back, then Jones would sit on the steer's head and saw off his horns. I sat facing it as long as I could, and then sat with my back to it, and watched the mountains. After the perfor-

mance was over, Jones came up to me and said: "Say, Mrs. Willsie, I heard you had some books sent you by the publishers. What kind of books are they?" I said: "I don't know." He said: "I wish, for Heaven's sake, if you have any books among them that have real adventure in them, that



FRED D. LACY OF PUTNAM'S AND CHARLES A. BURKHARDT OF DUTTON'S, PIONEERS IN TRADE ORGANIZATION, TAKE A BOARDWALK AIRING

would take me out of this damn dull life, you would let me take them." I had no answer for him. The mystery story would fail with him.

Those comprise the kind of stories that we know the public wants. We know, because they not only endured them, but came back year after year and read the same kind of stories in the same old magazines and in the same old books. They are not in any sense to be looked down upon. The reading public is not to be patronized. It is infallible in its final judgment on the worth of the author. I may write the most magnificent story of the far west that was ever written; if the public doesn't want it, it isn't a good book. The public wants joy; life is hemmed round with mystery; life is dark. When we read, we want to read to find a little joy in life, and the writer who doesn't find and interpret joy in adventure, and in mystery, and in motherhood and love, cannot endure, and the public knows it. (Applause.)

Morning Session—Wednesday, May 11th

The meeting was called to order at 10:15 a. m.

PRESIDENT HERR: The general theme of the meeting this morning is "How can the bookseller create a public and give it what it

wants?" And this has been approached from a number of viewpoints.

The first address will be from the point of view of the large book shop, and Mr. A. Kroch of Kroch's Book Shop, Chicago, will speak.

"How Can a Bookseller Create a Public and Give It What It Wants?"

From the Point of View of the Large Shop

By A. Kroch

Kroch's Bookstore, Chicago

WHEN I was approached to speak on this subject, I felt rather embarrassed. To speak in a general way is naturally the easiest but also the most superficial way, as it lacks the convincing power of actual proof. To speak specifically, would require speaking of myself, which might create the impression of self-advertising. I have, however, decided to face such an accusation in the hope that my experience may be of benefit to some of my fellow-members.

During my business life, I have tried to know myself, to analyze my own motives, to study the public with whom I came in contact, to consider my possibilities and limitations, and will attempt to give the truthful and self-analytical trend of my thought.

Early Training

I am starting with a terrible confession. I am not what you may call a regularly trained bookseller. In my home-town, as a student, I have spent most of my leisure time in reading and browsing around in bookshops, where with my small allowance, I was gathering together an interesting private library. From my early youth, I felt the amenities of book-collecting, and this incomparable joy taught me the psychology of the bookbuyer. The one group of men I have then admired were the bookmen. Such a wonderful profession, I thought; all you have to do is to read and caress fine books, and even if you have to part with them at times, new ones will replace the loss. You meet charming people who share your book-joys, discuss with them your favorite authors, and you add to their happiness by letting them have the books they crave. Those were my boyish dreams; I still have them, and to those boyish dreams I attribute my business success. I still share with my clients the joys they get from reading the good books which I recommend.

When I came to this land of unlimited possibilities, my first thought was of books. The statue of Liberty with its outstretched arm, shining in the darkness was to me the personification of freedom borne out of knowledge. I heard and read wonders of this "God's Country" and was convinced that people with such lofty ideals must be all *booklovers*. After a short odyssey, I found myself as clerk in

a foreign bookstore. I was happy, and even the mastery of a book-duster did not dim my enthusiasm. I learned there by contrast and began to feel terribly important. Here, I was permitted to talk to strangers, who soon became my friends, about the books I loved; I sold them the books and they came back for more. And why? Because I offered them something I knew, something I loved, and because I transmitted to them my honest enthusiasm. All this was unobtrusive, genuine and not forced. And here, you have the first three points of the successful bookseller:

1. Know your books.
2. Become enthusiastic over them.
3. Transmit this enthusiasm to your clients.

Windows Reveal Shop's Soul

When I founded my own bookstore, it was but natural that I should follow these rules. I gathered together books that I knew, not merely a haphazard selection, but only such books as appealed personally to my literary taste, and with unflinching conviction that those books would appeal to my clients. The next task was my window. I realized from the start that the window was to bare my business soul which was a chaos trying to embrace all good books, and accordingly I so arranged my first window. I was so proud of my books that everyone was to receive a preferred position, but the more I loved a book the better the position. So the window became my real business card, the expression of my individuality. The public noticed the expression, caught the spirit and began to come in. I talked to them about my books, it was I who led the conversation. I spoke to them about the subject I knew best, about the books I loved, and evoked in them the desire to know more about the books I spoke about. Here is the fourth point for the successful bookseller: Make the public want the books you want them to read. In my present bookstore, with yearly booksales of about a quarter of a million dollars, over 90 per cent of the books sold my me and my assistants are our recommendations, and less than 10 per cent direct requests.

This actual power to mold the mental requirements of the public must be wielded with tact, discretion and absolute honesty.

I have succeeded in impressing my clients with the fact that the reading of good books is not only a pastime, a sport of a thousand thrills but also a most profitable occupation, as it elevates the reader above the dull crowd, offers him the best topic of conversation among intelligent people, and entitles him to the privileges of the only true aristocracy, the aristocracy of mind. He can also share this distinction and pay the finest compliment to his friends' intellects by giving to them *books as gifts* on any and every occasion. To be met in a bookstore, known for its good books, is really a worthwhile distinction.

Longsighted Travelers

The mentally alert bookseller has a further opportunity, if not duty, to improve the taste of the reading public. When a genuine effort is made to impress the reader with the beauties of literature in contrast to the shallowness of near literature, it will usually meet with success. It has to be done gradually, tactfully and persistently. The bookseller's own enthusiasm for literature and his belief that the public is susceptible to good books are his best assistants. Genuine gratitude of attached potent book-buyers will be the adviser's reward.

As my book-purchases became noticeable, they began to attract the attention of the publishers' representatives. Soon I discovered a new art "The Gentle Art of Making Enemies" among those representatives who thought they knew more about my wants than I myself, and were anxious to find a resting place for their would-be remainders. But the short-sighted salesmen soon gave me up in despair, and my arrogant endeavor to find out more about the books than the size, price and a few ill-fitting commonplace phrases met with resentment. But there were others who endeavored to appreciate my position, who were either prepared to answer my inquisitive questions or offered me an opportunity to answer the questions myself. They understood that my mode of buying was not a matter of favoritism, but merely an honest desire to convince myself whether I was fit to sell the book in question, and whether I could find the reader to fit the book. An important factor was whether the book would fit in with the rest of my book-family without causing an unpleasant discord. My rule is quite simple: I never buy a book in appreciable quantities unless I have had an opportunity to read the book myself, or know of it sufficiently to be able to describe it intelligently. Large special works are never bought unless I can visualize prospective clients. Thru reading literary journals, I am keeping myself informed and have also a standing order with my British agents for sample copies of every new work of the more prominent English authors and of any widely read book. I believe that there is always a valid reason, either positive or negative, why a book attracts especial attention. If the book is important, I prepare my public for the American edition, place my advance order in

sufficient quantities, and plan my selling campaign.

The American publishers keep me posted, well in advance, on their new publications, and are almost without exception willing, since they know my requirements, to co-operate with me. Every book, which I purchase, whether important or quite insignificant receives its proper attention. It is a mental heart to heart talk between myself and the book and a merciless examination as to a properly appealing but truthful talking point. I cannot sell a book without a talking point, as I must find a reason for offering it to my clients. The talking point is the soul of a book, with it, it is a living being, without it, it turns into that despicable creature: the plug. When I have gathered all the information about the book, I cannot only face the most inquisitive client, but as a matter of fact, I invite his questions and am prepared to answer them intelligently. If in spite of all the precautions my judgment is wrong and the book for any reason does not fit the reader, he has naturally the exchange privilege, and I try to impress him with the fact that I am sincerely grateful to him for an opportunity to correct the error. I have always practiced this guaranteed system.

One Book Sells Another

Every book has its soul-mate and thru the simple process of associating ideas the soul-mate, even if it is of a different temperament, can also find its way to the client. In one word: One book sells another, either immediately or later on, and it is unwise to break this living chain by selling a book that is unsuitable to the purchaser.

To reach the client whom I cannot meet face to face, I write personal letters or short notes in which I give plausible reasons for offering the book. I find long elaborate circulars quite useless. To remain in close touch with clients who carry an account with me, I have inaugurated a service of "ONE BOOK A MONTH" of my own selection.

Bookstore Fittings

Books by American authors have been always closest to my heart, an almost Chauvinistic pride in our wonderful intellectual development as a nation makes me often indulgent towards some natural shortcomings of the virile youngster the "Modern American Literature." The freshness and boldness of Johnnie Weaver, the sturdy idealism of Willa Cather, Frederick O'Brien's marvelous capacity for evoking pagan longings, Cabell's exquisite neo-romanticism, and dozens of others, whom I could mention, they all offer wonderful talking-points. I am listing the readers of leading American authors, holding my army in readiness for any new attack. A small note announcing the birth of "a new child" always arouses curiosity, a new Fitzgerald, the long-awaited Osborn, another Newton, a Mencken make my clients forget any dreariness of life.

It is not sufficient to have the right books on the shelves, they must be properly displayed. The public will not look for the books, but the

books must court the prospective reader's favor. Dignified, harmonious arrangement, according to subjects and easily accessible, always within reach, with an eye to harmony of color and form, will create an atmosphere of unobtrusive dignity. But I have no patience with the home-surrounding imitations. A bookstore is not a home, and a fireplace will not create a home-atmosphere. The client must be impressed with the bookstore's primary necessity to sell him the books he will like, and there is no reason for obscuring this effort. The visitor should not feel out of place, not awed by impressive tomes but greeted by old acquaintances and tempted by possible new friends.

In my shop, I have avoided monotony and have endeavored to impress the visitor with a further thought that books are not only the best mental companions, but also ideal interior decorations.

Bookseller as Advisor

Next in importance to proper selection of books is my effort in surrounding myself with suitable assistants. They must be capable of keeping up the undying fire of enthusiasm. They must understand that the clients' interests, their's and mine are alike. Honest, cheerful service must be their watchword, expressed in harmonious teamwork. But here I must touch upon a sore spot in our profession. The material to draw upon is quite limited. To remedy it, there should be formed book-selling schools and not merely evening classes. A two-year university course in general literature and business methods, one year apprenticeship in a well-conducted bookstore, a final examination before the board of the Booksellers' Association would entitle the successful candidate to a degree of a B. C., Book Counselor. With such material we could approach a plan of the utmost importance to the welfare of our profession, a *great national booksellers' campaign*.

We must impress the public with the fact that the bookseller is the logical mental advisor, that he is the one who awakens the mind of the child, moulds the thought of

youth, and broadens the view of the mature man or woman, that he is *The Practical Idealist*.

We must impress the bookseller himself with the seriousness and great responsibility of his noble vocation and the public with the fact that trust placed with him will not be misplaced.

PRESIDENT HERR: I would be very glad to hear a discussion of Mr. Kroch's most interesting paper. He speaks with an air of authority.

MR. GEORGE H. BRETT, JR.: Mr. Kroch's speech and others that we have heard yesterday have brought to my mind the necessity of perhaps a warning against "Buy a Book a Week." Mr. Kroch pointed out the necessity of personality in salesmanship in the bookstore. It seems to me that if we have the slogan "Buy a Book a Week" it means any book bought from any bookseller. I think that we should pick out the book to fit each customer. If we must have such a slogan, I would suggest "Read a Book a Week" is a better slogan than "Buy a Book a Week."

That perhaps does not work in so well from the point of view of the retailer because it may be said then that people will go to the public libraries to get the books. But I think that if the booksellers do get together and have more intelligent service on the floor, always striving for more intelligent service on the part of their book salesmen, that more books can be sold. And if we keep away from the "Buy a Book a Week" slogan and get over some other slogan equally interesting, but one that means something a little bit more definite, we will do better.

PRESIDENT HERR: I think we are very fortunate in being favored with the help of a gentleman who has made a study of business methods, especially in the field of department stores. We all recognize the fact that department stores do get hold of some of the best selling methods. I take great pleasure in introducing Carl H. Fast, Department Store Counsel, who will speak on our general subject from the department store standpoint.

How Can the Bookseller Create a Public and Give It What It Wants?

From the Point of View of the Department Store

By Carl H. Fast

Department Store Counsel

I HAVE to begin by making an apology, and explaining that on this subject I am really not qualified to speak. If I were asked to talk on a proposition which I did not see the logic of at the outset, I would be very dishonest if I did not make my position clear. When Miss Walker was good enough to ask me to come to your convention here and stated the proposition for discussion, I took the liberty of differing with the phrasing at the outset in one

direction and on this I would like to have your agreement.

Nobody can cater to the public. So your whole proposition is wrong. You can have no individuality, no character, no following, no real position in life, unless you belong to a definite part of the public, and no business, no individual ever achieved success by attempting to cater to the public.

The admirable talk of Mr. Kroch's is one of

the best expositions of that truth that I ever heard. He did not make a public. He made a following out of a great chaotic mixture of human tastes and lack of tastes that we are commonly wont to call the public. The *masses* are not the public, the *public* is that element in a community which tends or works towards the community's development.

Now to that extent I am ready to admit that a public for book reading can be created, but when I think of the great diversities of tastes in reading, when I think of those who are after real literature, and those who are after thrills, I realize that a public cannot, from my own point of view, be *catered* to in book reading.

From the point of view of the department store man who has been studying the problems of management for a great many years, the more definitely you can conceive an ideal program, an ideal individuality for your business, and the more definitely you can visualize your scope in the community, the more successful you will be. *There* is the keynote to retailing success.

What Retailing Is

Another tremendous truth that is almost utterly overlooked—and, of course, the only reason I make a living is because most retailers are blind—is the fact that retailing is not the buying of goods at one price and selling them at another. It is not the detailed distribution of merchandise produced in the mass. Retailing is the adapting of goods bought in the mass to individual human service. Back of it all lies that much misquoted and misused word "service." We are constantly trying to teach in the department stores what service means, and I am free to confess that it has taken a long time for lots of the heads of the businesses to realize what it means. A great many store managers have made the mistake of thinking that service meant very elaborate efforts to get the trade thru offering all kinds of unreasonable inducements and other things that have gone to make American retailing an economic mockery. There is no one single thing that makes us so weak as a nation today, and we are intrinsically weak, in this tremendous economic reconstruction crisis, which is facing us, and thru which we are beginning to pass, as the enormous, stupid, costly competition of our retailing, the lack of any finer perception of what retailing should mean, and the belief that great staggering figures of totals, in dollar volumes, spells success. It does not. Nor does it spell efficiency.

To me the ideal bookshop would be a personally conducted bookshop, just as I have heard it described in this talk of a few minutes ago, wonderfully interesting. Practically all that Mr. Kroch told us was of a service in adapting goods bought in the mass to the individual pleasure and needs of customers. If we could have that sort of retailing in the department stores, you would see a different America.

I should like, however, to talk on what to me is the big problem facing us as Americans. Let us realize at the outset that we have been a terribly over-specialized nation, and that if there is one serious fault to be found with the average American viewpoint it is over-specialization. Let us first remember that we are going to be from now on a better type of Americans than we have been in the past. We are going to try to be honorable in the conduct of our businesses, and aim to relate those businesses to the public welfare of America, something which has been hitherto entirely neglected, strange to say.

Is Business Just Business?

Have you noticed what a purely American slogan it has always been for years to say: "Oh, business is business"—implying that it is quite a separate thing, apart from human life, and all the congenial things that we love. The American viewpoint towards business has always been to leave business in the office or the shop, never to bring it home. It is a distasteful thing, in many cases a dishonest thing, and we do not like it to be intruded upon our social atmosphere.

Now, however, we are beginning to realize that no business, no nation's business can survive until it is made a natural component part of that nation's welfare. And if I were asked to-day—and I assure you that I am not in any way trying to please you—I would say that bookselling represents the finest type of salesmanship in America, and I say God speed you! I wish that we could all run department stores the way you run your book stores.

Now, my personal contact with the bookseller has been very slight. I can say that his greatest weakness is his idea, amounting almost to a hobby, that the literary side, or the librarian function, the advisory function, constitutes the end and aim of successful management. I will venture the statement that the previous speaker has just as good business systems, just as good accounting systems, just as good cost finding systems, as he has spirit of service and diligence of research in adapting books to his clientele.

I should like to say a few words to you from the viewpoint of the managing expert, so to speak, who is studying problems of management, on this subject of "Better Management," rather than of "Trying to Create a Public." The public is here now. We have only to call from that public the clientele that the personality of your business will appeal to, and aim to develop it into greater and greater lovers of books.

An Undersold Commodity

In that connection I would like to say that I have this morning made a rare discovery. For nearly ten years I have been harping on the fact that the trouble with America as a nation is over-salesmanship and under-service. The real reason for the high cost of living and the cost of high living is the fact that people are constantly being urged to buy things that they don't need. But I

say in regard to books, this is not so. If you can only quadruple or multiply tenfold the consumption of books, you will be doing the country the greatest blessing that you can think of. [Applause.] It is the only kind of merchandise that I ever heard of that was not being over-sold. [Laughter.]

In various cities it has been my lot to deal with a bookseller now and then. I have gone into stores and I have talked with the proprietors about good retailing and principles of management, and I find that there are very few that grasp the fact that underlying all this service, all this literary side, all this beautiful atmosphere of fiction, romance, poetry, literature, in which they are basking, there must be the principles of sound management in order to enable their business to prosper. To render the greater service that we are picturing as an ideal, the proper departmenting of your store is necessary and the realization that you have slow-moving departments, and quick turn-over departments, the study of mark-up and mark-down, the keeping track of wants.

Following Our Own Leads

One of the great weaknesses in retailing to-day is that we are selling only what the manufacturers or producers give us to sell. We are not trying to find out what our following or trade really wants. That is a fact. The weakest thing, the most difficult in any department store to install is a want system. Why? Because we have been teaching salesmanship and not service. For ten or fifteen years we have had schools and courses and magazines and advertising agencies and every conceivable influence brought to bear to bring the Americans to think that the highest and most useful function is to get the name on the dotted line and to sell something that the man doesn't want. We have developed advertising for non-essential rubbish to a point to-day that makes it a joke. Yet we have not developed service. I have become sarcastic on the subject of over-salesmanship and under-service.

Studying Your Clientele

But management—let us get back to it again. You begin by studying your clientele's wants and desires and trying to render service thru merchandising. Your ideal store doesn't exist by merely selling to the public. It thrives because it buys for its element of the community, the merchandise that will render that group a real individual human service. And the great big function of true salesmanship is not getting the name on the dotted line. It is not making the sale. It is rendering the service thru the sale.

One of the things that I have to teach buyers in department stores is the subject of true values, to realize that value is not shown by a narrow margin of mark-up. The value of any article, a book or corset or suit of clothes to your user or consumer is measured by the degree of satisfaction which its possession gives that user. If I sell an ill-fitting

pair of shoes that logically would retail for \$15.00, and sell them for \$5.00 to a person that they don't fit, am I giving that person any value? The same thing applies all along the line.

"Sell a book a week" is not so important as "Getting the people to like a book a week" and "Want a book a week."

Are the Libraries Competitors

Another thought crosses my mind, and I imagine that it has crossed all of your minds, on the subject of the great development of the public libraries—the mistake, as expressed by the previous speaker, that might be felt by some people, when he suggested that the slogan "Buy a book a week" should be changed to "Read a book a week," the fear that it might boost business for Mr. Carnegie's memorials. I believe that if we look back, we will laugh at that, and we will realize the shortsightedness which caused people to think that the seamstresses would be put out of business because the sewing machine had been developed, and, I dare say, many people have been reasoning in the same way about bookselling and free public libraries. I have no doubt that any real investigation of the subject must have shown just the contrary, that the library extension, the great extension of free reading in all directions is bound to make a good deal bigger consumption and buying volume for the bookseller.

If I were a bookseller I'd almost feel that I would like to run a library, and a bookshop, too. I think I'd sell more books if I had a library where I could have a free reading room. It is the same principle as the great national advertisers' problem of getting people to want the goods by sampling them. How can we get anybody to sample a book except by reading it? The rest is all hearsay.

Making Capital Work

The next problem that we are confronted by is the financial aspect. I have seen so many stores that have all of their capital tied up in books which do not move fast enough and which prevent them from making any money. They don't realize that all that we have to sell in this world is time. Books, merchandise, college training, professional degrees, a hotel, a factory, a farm, anything you like are only tools with which we can turn time into money. And every dollar that you have invested in books or in merchandise, or in desk fixtures, or whatever it may be that you are handling, which does not give you a rapid enough turnover in proportion to the income which it yields, is keeping you from having a bigger store and a wider scope of influence. It is preventing you from turning time into money.

And the first thing I should urge upon the bookseller to-day is that he be a better merchant thru financial control. I think that if the business of bookselling could be put upon the *modern* department store basis—I say *modern* because there are very few modern

department stores—most of them are much more antiquated than your book shops. (Laughter.) You know, size is the most paralyzing influence in the world, as when a person gets so big that he cannot work quickly or act quickly. A big department store is like a three or four-hundred pounder who has to be pushed in a wheel chair. [Laughter]. Real efficiency is never found in bodies or businesses of great size.

Where Is the Best Turnover

I submit that the modern idea of merchandising is to find out where you can get the turn-over most quickly in order to carry on this great social house of service in the shape of the book shop. In other words, I don't know how many of you here carry stationery departments, how many desk accessories, how many kodaks, how many of you other various lines, but I do know that if the bookseller, no matter how he is specializing in his community as a book advisor, also couples with that a study of modern merchandising methods, he will be able to carry a bigger stock, and have bigger income resources by merchandising the stocks on which he can get a quick turn-over.

I don't know to what extent the fight that is going on in the department store field on maintenance of re-sale prices is coming up in your fraternity, to what extent the fraternal issue between the producer, the manufacturer, and the retailer has been discussed, but you will find it will come up more and more. The tendency of the national distributor, of course, is to make the retailer a mere hander-out of his product and the fixing of re-sale prices is one of the important problems to-day in retailing.

In the book field that is quite a marked tendency, and a very big percentage of all your merchandise you have to sell at a definite retail price. That is all the more reason why you should develop a want system, a special order system which gives you an enormous advantage over the average dealer, and why you should develop merchandising systems of management to assure a quick turn-over and make your dollars work.

Widening the Stores Scope

If I could leave but one message with you to-day that I believe would do most good, it would be to take a new pride in the fact that you are among the best retailers in the United States, that the bookseller is really rendering a service of advising readers on the books that will give them pleasure, that he is using discernment in adapting merchandise made in the mass and printed by the ton to the individual development of human beings. That is the highest ideal of retailing.

Now add to that the principle of logical management, and widen your scope by merchandising the less animate things, the things that have no so-called soul, the useful everyday artistic accessories of the library in the desk or the stationery field. I should like to see every book store in every city that I come

in contact with three times as big as it is. It should be. I'd like to see the spirit of bookselling that has just been outlined in such an ideal way, so prevalent that we in the other merchandising fields can follow it and copy it.

The average retailer merely goes into business in the way the average young person goes on the stage—because they cannot do anything else. [Laughter.] It is the most overdone industry or profession in the world because it is supposed to require no intelligence, no training, no knowledge, none whatever. I believe, that if you will develop schools of bookselling and schools of book-buying—because to me the buying is the first step in service—you will do a tremendous good.

Getting Best Salesmen

There is one subject I should like to touch on in conclusion, and that is the human side of it. I believe you have a tremendous advantage if you will use it in the getting of better employees than the average retail store can get. I had a clever young woman a year or so ago in one of my client's stores, whom I was trying to teach certain systems in the merchandising field. She tried it for a couple of weeks and finally she said, "I am going back to my old job." I said, "Where is that?" She said, "In the book and stationery store." I could not get her to stay in that shop. More money was offered to her; but no, she had a love for the books and the book store.

I think if I had a hobby and were able to cultivate it, it would be books. Is there anyone present, by the way, who happens to have been associated with the old second-hand book store in Philadelphia, Leary's on Ninth Street?

[MR. McGRATH: Yes, sir. I have been connected there for the past twenty-six years.]

You will recall Gen. Pleasanton who used to buy so many books that it was a standing joke with his relatives and friends—A. J. Pleasanton. I think some of you gentlemen at Leary's were authorities for the statement that he had five or ten thousand dollars worth of books unwrapped. His wife would not let him unwrap them. I mention that because this meeting brings up so many memories. He was my grandfather. So you see the natural instinct to be extravagant in books lies in the family.

Now, the final message that I'd like to leave is that if you can possibly do so, get those readers whom you can influence at all to read books that will give them a more live vital interest in the problems of America to-day. [Applause.] A prominent banker in America has declared that we are a nation of economic illiterates, and it is absolutely true. There is probably no other land under the sun where people with the same average intelligence, sophistication, and so-called education are so densely ignorant, of the economic and political vitally important facts confronting their own country, as in America.

I want to tell you that the retailing industry of the United States to-day is on trial for its life and insofar as you form a part of it, it is your duty to see in what directions it may be reformed and improved and to get readers wherever you can to take a more active vital interest in the problems of this nation.

Now, that does not mean to urge Socialism or unrest or radicalism. It means to have them study the real truths of American conditions more earnestly than they have and not to keep all of their reading limited to the six best sellers.

That to me is the most vital problem. How many of you as business men need bank credit? How many of you need credit from your publishers? How many of you have heavy expenses to pay? How many of you are really trying to make some money on your business? How many of you are finding that your customers cannot afford books the way they used to because of the high

cost of everything else? Well, those are economic problems, and America's retailing is woefully inefficient, so that if you can do your little part toward helping to bring about a better America, so that the reading habit is used to give better knowledge of America, and help her build with less extravagance, less wastefulness, with higher standards of business, you will have been rendering an immense help to the age in which you live.

As booksellers, I think you can do that even more than the average teacher or professor in a college because you are graduating students every week, while they have to keep one group for four years. [Applause.]

PRESIDENT HERR: The next address will be from the standpoint of the small bookshop, and this viewpoint I think will be dear to the hearts of a great many who are here. The address will be delivered by G. M. L. Brown of the Orientalia Book Shop, New York City.

A Booksellers' Forum

From the Point of View of the Small Book Shop

By G. M. L. Brown

Orientalia Book Shop, New York

I **CONTEND** that the gentleman who just got off the platform is a bookseller, but he is more. He is a spell-binder. Coming down to the train I had a suspicion that something would be put over in this session, and I had the good sense to throw my prepared speech out of the window, and I framed a new address which I have here to refer to. I did not have time to memorize it, but I am very glad it is this one and not the other one.

I was just thinking that I'd never have any success as a burglar, because I have so much trouble in making my get-away. I tried to get here yesterday and I missed every train. I am going to make a confession. The present get-away was just a succession of sudden visions of shortcomings of my small book shop. Suddenly, at the last minute, I saw all the shortcomings of my shop. I should have seen them day by day, but it all came in one final vision. Then I tried to right everything before I left. That is why I missed the 10:12, the 3:05 and the 5:15. [Laughter.]

What I saw in that little shop as I got away from the door was more or less of a futurist painting. It certainly did not look like any ideal I ever had when I first went into the shop.

Well, I got down to Philadelphia and had a little nap and felt a great deal better. Philadelphia always soothes me. I don't know whether it does you or not. [Laughter.]

The first shock that came to me—I think it was when I was trying to get the 10:12—was an important letter I had to write, and I said to the stenographer, "Address this letter to Mr. Blank." And she did. And she said,

"What are his initials?" I said, "Heavens, you tell me what his initials are." She said, "It is just Mr. Blank on the order." Well, I was very proud of my card index. I suppose a card index to a small shop is like a bath room to a little western cabin. To a lot of us it is really not so necessary, but every now and then when you need it badly for the names that you don't bear in mind, of course it serves a wonderful purpose. And this card index failed me on this particular man who was proposing to go to Europe and leave I don't know how many thousands of dollars worth of miniatures on sale. I said, "That letter must not go to that man without his initials, and we must have that index right." And my stenographer promised it would be so.

Again, I had *this* experience about six weeks ago: I can divide my customers roughly into two kinds, one the gentleman who pays all my rent and a lot more, and all the other good customers [Laughter]; and I was writing a little personal note to this particularly—this A-1 customer who pays all my rent and a little bit more, and apologizing for sending in a bill in the middle of the month instead of the end. The bill happened to be \$850.00. And I explained to him how fine it would be to help me buy a library on China which would help me build up my fortune, and the check did not come. And then he came in several days later. He said, "Say, you did not get my number right. I just got your letter." And this was the card index which I had just a day or two previously told a friend was absolutely one hundred per cent perfect. As a matter of fact, it was only fifty

per cent perfect because this gentleman counted just about as much as all the rest. [Laughter.]

A Perfect Card Index

Well, let me see, I have got to the 3:05 train I think now. Oh yes, here is another mistake I found in that card index shortly afterwards. I found a man marked "Good pay" who is now enjoying himself at the Riviera, owing our little shop since January the sum of \$19.42.

But, joking aside, I insist that a card index should be a perfect piece of mechanism, and I really think it is just as necessary for the little shop as it is for the big shop because there is no telling when some person will come in or some important letter has to be written, and you may think that because your clients are so few that you know them all and that you don't need an index record; but you don't know them all, and unless the card index is absolutely perfect and you can just put your finger on it at a moment's notice, there is no use in having it at all, and I should suggest abolishing it. I shall do one or the other myself. I shall get mine up-to-date or throw it in the wastepaper basket.

I contend that the card index should have in addition to the name and address not, whether he *can* pay, so much as whether he *does* pay, and also what his hobbies are. I have had very great success recently in going thru a little card index and seeing *where* the pointer, and *how* the pointer points.

Sending Out on Approval

For instance, a man came in one day about two months ago and bought a book for four dollars on Japanese prints, and I showed him two or three other books on Japanese prints and he did not want them, and veered a little towards jades and he bought them all. Well, I studied that the other night and I did up a little bundle on approval and sent it to this gentleman. It came to about \$240, and yesterday at three o'clock I got a nice note from him, and he had taken from the \$240, \$170, and thanked me very cordially for sending them to him. That little card was one hundred per cent perfect in that case.

By the way, when you have your card index perfect you can think about it with pride, but don't parade it before anybody else. When I was with the Sunwise Turn a fussy old gentleman came to me and I did not find the shop's card index one hundred per cent perfect. I rushed and got his card and carelessly did not look at it, and I said to him, "By the way, have we got your name and address correctly on here?" and handed him the card. And then to my horror I saw on this card in the handwriting of a lady—I will mention no names [Laughter]—"Pompous old party but pays promptly." [Laughter.] But it is not quite so bad a joke as it seems. It happens that he could not read a word of it. In fact, I was the only one in the Sunwise that could read this particular

lady's writing. So I knew in a moment that I was saved.

I have a card from her now in my pocket. [Laughter.] There is a word in that card—I am not sure just what it means, whether it is efficiency or effervescence. Well, two days ago, I voted for "efficiency" and wrote my first little address, and then I had that harrowing experience, and read the card again, and I decided it was "effervescence," so I am trying to effervesce. [Laughter.]

Tracing the Out-of-Way Item

Well, another jolt I got about three o'clock yesterday afternoon was when a certain man came in and showed me a book on Confucianism by Herbert A. Giles, and this was a book that I had never heard of before, and he wrote it three years ago, written in London, and I had never seen the book or heard of the book, or sold it, or bought it before. I was a little confused when I found that the traveler had not heard of it and, in fact, did not know who Giles was. Then I rushed to the publisher's catalog and I found that they did not have the book indexed under Giles; they indexed it under some title of a series. So far as I know not a copy of this book been distributed in this country, and I had my ad ready for *Asia*, and I was just in time to squeeze that book in as a new book, and it was quite a delight to all my clients to get this new book. It bore the date 1917. Whatever blame may be attached to the publisher, I feel more to blame than anyone else because any small shop that pretends to be a specialty shop is and should be the court of last resort. People come to me continually and ask me questions that I could not possibly answer in a thousand years. The first few months I used to say, "It is a very hard question to answer." I have quit saying that, and I give an answer. [Laughter.]

A Soft Answer

I was in the English army during the war. We had an old colonel, and had a terrible time with him. He used to put everybody under arrest, and everybody was in mortal fear of him, even the officers. One day I found out the great secret. It was, whenever he asked you anything, you were to answer instantly. [Laughter.] So a day or two later the old fellow came along. I was a bombardier. He said, "Bombardier! What are the men doing with those tents over there?" I did not know. It was none of my business any more than it was the business of some one here. I said, "Those tents are being taken down to be dried. I think they are a little wet inside." A couple of days later I was recommended for promotion.

How is the small bookseller to know the good things that are to be had in his particular line? Well, a small book shop has either one of two things. It either has general literature and specializes in the sense that it gives the best of the books that it carries, or it specializes in one field of literature.

My specialty is a peculiarly narrow one, you may think. Of course, it is a tremendously broad one when you get into it; that is, the whole literature of the East.

Developing a Specialty

I don't know of any way to be informed except to read all the publisher's catalogs and keep your eye open for anything connected with your specialty. I have read them all in the last few years, and I thought I had checked up everything of true interest, but I have perhaps got only half of the things that are of interest in my field. I had a young lady to assist me, and on one page she missed eighteen splendid items on the East, and then checked off two books because they were *India* paper. [Laughter.] But I have included all of Giles, and if you will look at next month's *Asia* you will find it has a new book, and I have all the honor of drawing your attention to it, but it was just a piece of sheer luck.

Of course you know the publishers just simply cannot know what they publish because their assistants do not read books. [Laughter.] I could make out a very long list of the books that I have drawn to the attention of their publishers. For instance, a book on Japanese architecture, a certain publisher was very pleased to know that he had that book. As a matter of fact, he had never seen the book. And he is very grateful to me, and I can put him off when I want to a few weeks on my next bill. [Laughter.]

Another publisher has so entirely forgotten a certain book, it is not even in the catalog, and I am buying that book from him and reselling it to the trade. I called up the publisher to find out how many copies he had. They have a card index, but they have this book indexed under the wrong name, and the girl at the 'phone said, "No, we have no such book." (I asked her myself.) They had eighty-seven copies that sell for \$6.00, and I think I have had fifty-five of those copies, and the rest are waiting for me. [Laughter.]

Now, all these are illustrations that a man in a small shop, yes, a small man, too, of reasonable intelligence, who keeps alert and attracts people, who wants good things, pretty soon knows more than the man in the biggest shop on earth. He knows more for the simple reason that what he does know is in one brain instead of being among twenty brains.

Small vs. Large Shops

I don't pretend that I know half as much as lots of people in Brentano's, but I give the impression of knowing ten-times as much. Supposing there is a certain policy decided on. How can you possibly drill sixty or seventy people into the same final expression, saying how much they enjoyed reading a certain book? It is impossible.

We had a lady the other day coming to our shop. She asked for a book—I will call it "The System of the Siamese." And, oh, she said, she was so delighted to find that book. She had looked for it in some well-known book shop and could not find it, and

the clerk had never heard of it. And so I sold her the book. She has become a regular customer, and she says that she does not like shops that do not have the books that she wants. But the joke of the matter is that that particular firm that she first went to publishes the book, and the author of that book is in their employ and has been for ten or twenty years. They publish the book, they employ the author, and they tell this lady who is now a good customer of mine that they know nothing about it, and nothing about any other books, and I should say, "Score one for the small book shop." [Laughter and Applause.]

Speaking of the sport of finding a book that the publisher does not know about, the other day I went into Mr. Kennerley's establishment. I had a copy of a book—by Noguchi—Lafcadio Hearn in Japan—and I found there was a few more in his store, so I bought them and left a few there. I left about another dozen. I guess they are there yet because I have since got some from the east. Mr. Kennerley came into the shop the following day and he saw I had this book, and he said, "I imported that about ten years ago. That is getting to be a very rare book. How much is it?" I said that I had been selling it at the old price of \$2.00, but I was just raising the price to \$3.00. He said, "I will give you \$3.00 for a copy." [Laughter.] So I sold it to him for \$3.00. And here is the final part of the joke. I got my check before I paid him. [Hearty Laughter.]

Keep Up Advertising

We get to the question of advertising. I believe that every shop, no matter how small, should advertise. I suppose I am prejudiced. I used to run a country newspaper, and everybody did not advertise, and sometimes when they did advertise they did not pay, and sometimes they paid in patent medicines and cord wood and all the rest of it. But I don't think there is a small shop that is so small that it cannot afford to advertise. On the other hand, I think the ad should be more or less in physical ratio to the size of the shop. I made the mistake of contracting for a full page in *Asia* for six months, and in a sense the ad looks bigger than the shop, but you should see the people coming from the Far West to visit this great place Orientalia. I think our shop is thirty feet long and twenty feet wide, but it does not look it.

Well, I overdid it. Of course, it has been the making of our business, but I suppose we have lost two or three hundred people by not answering their letters as we should have, but I am learning fast. The main thing is that I have a specialty which it would have taken ten years to put over without advertising. It has been put over fairly well now in less than ten months, about one hundred per cent better than I thought it would be. By advertising I don't mean in newspapers only. I mean by letters, multigraphed or typed. I find everyone of them pays, especially if they are intelligently got up.

Now, I was speaking of Giles. I have probably on our list of one thousand selected names 250 that have one or more copies of Giles, and of those 250 people probably half are ready to buy one or two more of Giles. And that is one of the awful thoughts I had when I was leaving the shop yesterday, that there was a multigraphed list half ready, and a thousand envelopes all addressed that should have been out a week ago. They are going to be out very soon. I made a solemn resolve last night that they would be out next Monday morning, for there is an absolute certainty of a sale of three or four hundred copies in the next three months by putting out that list, and the entire absolute extreme ultimate cost, including time and everything else, to me, could not possibly be more than \$75,000, probably not more than \$50.00 in that particular case.

Sending Book Lists

Well, in a similar way a list can be twenty-five typed sheets, ten typed sheets; in several cases I only put out three or four because I don't believe in having too many of a list go out, especially if it concerns an out-of-print book. I don't believe in having a lot of checks come in only to be returned to the sender. In fact, I am not sure myself about the advisability of returning them. [Laughter.] So I have put out lists of four and five and six, and sold ninety per cent from the lists. I have been trying in my mind to think how you can adapt these small lists to the small town, because I have lived half of my life in small towns. And I thought of such names as Galsworthy and Conrad, and Hudson the naturalist, or Susan Glaspell, or Lafcadio Hearn, or perhaps some other names that would appeal to perhaps a dozen people in your town, and they have started in on those authors—four or five or ten books—and you know all about it because they have been in your shops and talked to you about it, and there is no one to point out to them what delightful things he has written before this book that they have read. I think of all the easy things in the small book shop—and they are not many—I think the easiest is to sell to a person, who gets enthusiastic about an author, what that author has previously written, and it just needs a little letter listing the works which he has previously written. Here is a letter that I write:

"Dear Madam:

"There have been so many calls recently for Nexō's Ditte: Girl Alive, that we have decided to stock all the author's important earlier works. Please drop in and look them over or let us send them up on approval. We know how keen you are to get the best European fiction and had you especially in mind when we ordered this author."

Now you think that you cannot compete in that kind of thing against the big concern with the catalogs. Now, can't you? That lady has perhaps written to the publisher or to the big store and this is the kind of letter she has had:

"Dept. X42—No. 623."

"Please use number in replying."

"Dear Madam:

We beg to acknowledge your favor of the 10th and in reply would say that our complete catalog is being mailed to you. For books on fly-fishing please see pages 92 to 107."

"We beg to remain,"

In a certain shop in New York the other day—this letter may be fiction, but now I am going to tell you a fact—a certain girl in a department book shop used the term "Sacred Cooks of the Feast" when she meant "Sacred Books of the East." That is a fact. Now, I am not blaming that shop. They are just simply working with human material, and they have so much human material that it took time to weed it out before that girl was discovered and sent to a gum-chewing factory. [Laughter.] But I'd like to know how many people that girl has antagonized in the few days she was there.

Now, these are tips to the small book shops, but I suppose incidentally to the big ones, but I don't care. [Laughter.]

When Out of a Favorite

One other shock that I got just before I left yesterday with a perfect feeling of confidence about how to run a small book shop was to find that besides that book of Giles that I never heard of, one of our very most important books and a splendid seller, namely, the Koran, was out of stock. Now, the only book shop in America that deals exclusively with books of the East, as we advertise, to be without the Koran is indeed a calamity, and it was a particular fatality in our case because we are just around the corner from the New York Bible Society, and every once in a while a lady comes in, and I say lady, because it generally is a lady [Laughter], and she asks for a Bible, and I say, "The Bible Society is just around the corner, but we have the Koran, ma'am, or the Bhagavad-Gita," and it made us all feel badly to find that our Koran was missing. That was about the most crushing blow yesterday, and still there were one or two others.

As to Stock-taking

I got a new bookkeeper the first of last week, and I told her that I wanted her to follow my system—and I see somebody smile—and I said, "Now, I think you will find the bank balance is correct, and I am sure you will find I had a record last year of not making a mistake in the balance." Well, the questions that that girl asked me between one p. m. yesterday and six nearly made my hair stand on end. To begin with the bank, she found a very serious mistake, a very pleasantly serious mistake. Now I am not going to say how much because there may be some publisher's spy present, but it was an *extremely* pleasant serious mistake. But after all these questions she said, "Now as I understand it, you took complete stock in April." Well, I said, "Not *complete*, you understand." And then I got away.

Of course we know that every shop should take stock completely, and it should have its bank balance so that you know just to a cent how you stand, but as a matter of fact there is not a small book shop that ever did it or that will, and the large ones do it by simple manipulation, and, by what they call in the army, whitewashing things.

But, nevertheless, thru all there is a kind of efficiency we can pretend to have. In spite of the fact that we run our shop on individual lines, and that we are more or less the victims of all the good busybodies who want to come in and tell us their life histories in connection with books and take up four hours time and buy what there is forty cents profit on; in spite of that we can retain our individuality, and we can retain our confidence. And, by the way, when I speak of enthusiasm in books I mean enthusiasm that is under proper control, if you understand me. And we *do* read books. Of course we pretend to read a lot more than we do, but we do read books. It is an educating profession, and we don't go bankrupt.

Now, if the small book shop, as I conceive it, fulfils its destiny, it will remain small. If you get too efficient you get big. If you get big, if you don't get bankrupt, you get ignorant; and one is just about as bad as the other. [Laughter.] But I thought twenty-

four hours ago that there was such a thing as efficiency in a small book shop. I don't think there is in the way we are told. I know I have worked in the last nine months about sixteen hours a day, and I have not added any more columns incorrectly than I could help, and I certainly attended to all the things I could possibly attend to, and I have had the most wonderful assistance, and I have done what the average human being could do with a tremendous amount of enthusiasm and quite some knowledge behind it, and several helps of a peculiar nature, such as a partner who is traveling in the East, who is doing wonderful things for my shop, and in spite of that, I come from a very inefficient shop.

And my last word to the small shop is if you have any mental stock-taking, such as mine yesterday, do not be too badly discouraged. [Hearty Applause.]

PRESIDENT HERR: Mr. Melcher has a report on the balloting in the Booksellers' Fellowship.

MR. MELCHER: At the President's suggestion my talk on the Co-operative Advertising Campaigns will be put into the afternoon program, as the morning is so far gone, and I hope that there may be considerable discussion and suggestion at that time.

The Award of the Honorary Fellowship

MR. MELCHER: As the discussion of the co-operative book publicity efforts of the past year ought to take the form of a "responsive service" with as much from the pew as from the pulpit, I should be very glad if you would read by this afternoon what is my report, printed on the brown folders in the chairs. It is my formal report on what has happened since we all went aflame in Philadelphia a year ago, and I want your reaction on it. As my function is only that of transmuting into action the things that this association wants, and in which you take part, if you have looked this over by this afternoon we can put more time into the discussion and less into my report.

And now, I have the other part of my responsibilities in which I should like a moment for introduction, in order that we may all understand just what was intended by our vote a year ago to establish an Honorary Fellowship of American Booksellers.

In the first place, as there might be confusion in the two amendments adopted to our constitution last year, let me explain that we also have Honorary Memberships as well as Honorary Fellowship. The honorary memberships are intended to give a means by which this Association can honor itself by electing to membership those outside of this profession who by their work and by their inspiration and by their writing have forwarded our work of bookselling. To have their names connected with ours is a pleasure and privilege to us. You will remember under that plan

we elected as the first two honorary members outside the profession Edward Newton and Bessie Graham, both of Philadelphia, the provision being that there should be only two elected each year. Besides that, we provided that former executive officers, retired from the business, should also at the will of the convention be elected to honorary membership, and at that time several names were proposed and elected.

This other plan for a Fellowship, that was proposed and carried at the same time, bore a slightly different intent and significance. We have for some years discussed the possibility of being able to give some recognition to good work in the field of retail bookselling. We know that in other lines of work and in other professions, there is the opportunity, by degrees awarded or recognitions of that kind, to say that this person or that person has signally served the trade or profession to which he belongs. In bookselling, however, it is impossible at present to establish any standards that are easily laid down. We cannot say that there are some among us who should belong to an Honorary Fellowship because they have a degree from this school of bookselling, or that long term of experience.

It did seem possible, however, to those who have talked it over, that there might be planned some way of bringing up the discussion of what standards of good bookselling are, and of gradually developing an opportunity to recognize those among us who undoubtedly

have held to high standards of bookselling proficiency.

With that in mind the committee to which was given the task of providing for some such recognition, adopted the plan of which you received the first concrete announcement about three months ago. This Honorary Fellowship of American Booksellers is not intended to be a separate organization with officers. It will simply be a selected group among us, and, by adding five to the list each year, we can gradually make up a body of those who have served well the profession which we value so highly.

It was provided that the machinery was to be simple, that in January the committee should send out to the book-trade, either those who are members or anyone who would be interested, a blank on which the person receiving it could nominate some one for this Fellowship. It was asked on that blank, that they first tell briefly the particulars as to the nominee's business career, and then to give some reasons why he should be considered worthy of a place in this Bookselling Fellowship.

The committee received back fifteen nominations. I know that you wonder why a score of others were not nominated, but it was because *you* thought the *other man* was going to do it, and the *other man* thought *you* would. In all things of this kind, that invaluable thing, initiative, has to be taken by some one.

The committee was, however, very much pleased that those names that were sent in represented so wide a range, so that all of you I am sure had a chance to vote for those who typified your idea of good bookselling. The list included those who had served a half century, and those who have served a few years; those who have built up strong and well recognized stores, and some who are just pioneering into the new fields. It seems to me that a nomination was an honor in itself which we were very glad to see conferred.

Now, when the committees had arranged the nominations, and the ballots went back to you, we had a very quick response, a vote that showed that people were much more used to voting machinery than nominating machinery. I had those ballots mailed here because I thought there would be a certain value in giving you up to the last minute to vote, and when the mail was in this morning I made the final checking up, so that we could make the announcement at the meeting this morning.

I think all will understand why the number to be elected each year was restricted to five. While we all know one hundred deserve honors from us, if we tried to elect everybody in one year then there would be a feeling that those who were not elected had been for some reason overlooked and slighted. But with this very small number of possible elections as for the Hall of Fame those who have not been nominated this year will say. "I, too,

like Whitman, will some day be recognized for my merits."

[Laughter.]

With this introduction and explanation I will read the names of the five who have received the highest number of votes this year out of 190 votes cast. I feel that it represents the real feeling of the membership. This voting was done only by members, altho the nominating could be done by anybody in the trade. We have had certificates, which we think will be of permanent interest and value to those who receive them, carefully printed on parchment and signed.

Of the five who were elected—three are at the convention. I only hope they are in the room. I should like very much as I read the names to have those who are here rise. The certificate reads: "*This is to certify that the American Booksellers' Association, founded in 1900 has elected on May 10, 1921, Charles E. Butler of Brentano's, New York.*" [Prolonged applause. Mr. Butler rose acknowledged the applause and received the engrossed certificate.]

MR. MELCHER: "To the Honorary Fellowship of American Booksellers, founded in 1921, a Fellowship instituted to provide a means by which the American book trade might honor those of the profession who have raised book selling to a high level of proficiency." Signed by the President of the Association and the Chairman of the Fellowship Committee.

George W. Jacobs. [Great applause. Mr. Jacobs arose and received his certificate of election.]

William Harris Arnold. [Great applause, and Mr. Arnold is welcomed to the Fellowship.]

MR. MELCHER: The other two are at a distance, and it is my suggestion that we might telegraph to them.

J. K. Gill of Portland, Oregon.
[Great applause.]

Joseph M. Jennings, the Old Corner Book Store, Boston.
[Prolonged applause.]

In conclusion I would say that the nominations for another year will be open in January, and of course those who have now been nominated this year be renominated. Thank you.

[Applause.]

PRESIDENT HERR: In the final address of the morning's program there has been a substitution of speakers. Mr. Hopkins has been unable to come, but he has sent his Field Sales Manager to speak for him, Robert Porter, who will speak on the booksellers' advertising problems. We feel more than happy in having Mr. Porter with us because we know he will bring to the booksellers' advertising problem some new viewpoint. Mr. Porter.

[Applause.]

Advertising and Publicity as Aids

The Booksellers' Advertising Problems

By Robert Porter

The Columbia Graphophone Company

MR. Hopkins asked me to extend you his regrets because he could not be here this morning. At the last moment he was called to Chicago to attend an important meeting of the Music Trades Industries. It was only on short notice that he asked me to come down. Mr. Hopkins is one of those inspirational speakers who every time he speaks bats out a home run. If I can get first base on four balls, I feel I will be doing all right. [Laughter.]

Music and literature traveled pretty much hand in hand in the old days. To-day they are traveling more hand in hand. We have a lot of book-stores which are handling phonographs and records to-day.

There is one subject that is of very much interest to-day. That is the subject of "The Bubble Book." I am going to take that as an illustration to show you some of the merchandising ideas which have moved phonographs and records also have moved books. "The Bubble Book" is a little book that sings of fairyland, and of all the strange inhabitants that are dear to the child's fancy, and it makes them stand out in real life, accompanied by melody.

Beginning With the Child

We know the way to the mind of the mother is thru the heart of the child. If a child comes into a store and is happy, it stands to reason that the mother is in a better frame of mind to buy. How many sales have you lost because that little child tugs against the skirt of the mother, and says, "Mamma, mamma, come on home. I want to go home. Mamma, I want to go home." And then and there that sale that you pictured in your mind is gone. Now there are a lot of sales that are lost due to the fact that a little point like that is not observed by the merchant, because he doesn't realize that the way to sell goods is to keep the customers in a happy buying frame of mind when they are in the store.

Out in Indiana there is a dealer who has specialized on the idea of appealing to the child's nature. He has decorated in the rear of the store, a small room with little white chairs and a little table, with pictures, Peter Rabbits and everything else to make the child's heart happy. A little phonograph stands by ready to make the "Bubble Book" sing. When mother comes into that store, the clerk very graciously invites the little child back to that room while mother goes about her shopping, because she knows the child is safe. It stands to reason that the mother also is going to buy more, and at the same time there is going to be a sale of "Bubble Books." When that child walks out of your store with a "Bubble Book," the first thing which is going to happen is that there is

going to be a "Bubble Book" party in the neighborhood, for when we see somebody having a good time we want it too, and the first thing you know, all of the children in the neighborhood are dragging their mothers down to your store to buy some more books. You can no more seal the lips of a living child than you can destroy the life of the sun-beam.

How Others Plan Ahead

To-day the Fisk Tire Company has what are known as Fisk Bicycle Riders throuout the country. Those bicycles have a banner flying from the handlebar, with the word "Fisk." Across the cap they have the word "Fisk." The riders have a little house organ with the word "Fisk." It costs a lot of money to operate a thing of that kind, but it is being done for the simple reason that if the word "Fisk" is driven into the mind of the child when the child grows up it is going to buy Fisk tires for its automobiles.

The Winchester Repeating Arms Co. have an organization known as the Winchester Junior Rifle Corps, which is located all over the United States, the idea being to train the child in the right use of marksmanship and fire arms. They know that when a child grows up he is going to continue in the use of those products. He is not going to take up some other sport possibly to the exclusion of rifle shooting; with the result that the Winchester Company can rely in the next five, ten or fifteen years on the sales that it will get from this merchandising work.

While those are two national institutions, there is not a merchant here who would not like to impress upon the minds of the children of his neighborhood the personality of his store, for, as somebody says, "The way to do it is to get them young, and you can start in at the bottom and build up."

There are two big points to remember: The first is to attract the parent thru the child; and the second is to impress upon the child the name and personality of the store in order that as he advances from childhood into manhood, he gets the habit of going to your store.

Getting the Larger Sale

To-day we have talked a lot about readjustment. It is a serious problem yet. We are trying to answer to-day's problems with last year's answers, and it is not coming fast enough. To-day's conditions demand that there be new methods installed into merchandising in order that the so-called tendency on the part of the buyer not to buy may be overcome.

There is out in Pasadena, California, a small jewelry shop that I stepped into some

time in February, which I believe is alert to to-day's buying conditions. As I stepped into the store. I noticed that the window was very nicely trimmed, the store was neat and clean, and there seemed to be a nice personality about it. While I was talking to the jeweler, a young lady same in and said, "I'd like to see some pearls advertised in the show window at \$27.50." The merchant reached down into the counter and brought out a handful of pearls and laid them down, and then walked back to the rear of the store. Tho I thought this looked like a live store, I thought that sale was absolutely killed. But the merchant came back with a beautiful little velvet box with the pearls nicely displayed, and handed it to the young lady and pointing to a mirror to the right, said, "Try them on." And she did, and she bought not the \$27.50 pearls, but the \$42.50 pearls. Now, her mind was made up when she came into the store, to get a string of pearls for \$27.50, but she had no idea how much more beautiful the others would look. Consequently, when she came in and put those on she had no thought of the \$27.50 pearls that were not even described. He did not discuss them a moment. He just gave her exactly what she asked for and went on with the rest of the sale. There are principles in every line of industry to-day that are working out as a success which could be applied to our own line. The question is, where do you get your ideas from? By your being on the alert to find new ones.

The Plus Sale

Five years ago the Columbia Graphophone Co. was a poor second-rater. To-day it occupies the first position in the music trades industry for the simple reason that there is an old saying that precedence is the hiding place of cowards.

Now in fifteen years we have contributed a great deal to the industry, but while we take great joy in being original, we take greater pride in being practical. A practical thing to do is to install into your business any idea which is working for some other merchant. It has to be good. It has to be fitted. It has to be applied.

Out in Kansas City I stepped from my hotel to the drug store to get some toilet articles, and I said to the young lady, "I'd like a can of Williams' Lilac Talcum Powder." She said, "Yes," and she reached back and put it on the counter. She turned around without saying a word then and put down a can of Colgate's. I naturally picked it up. She then turned around and said, "Here is another which is selling well. I think you will like it." Naturally I had put the other cans down while I held this one. The minute I picked the third one up, she withdrew the other two and put them back on the counter. [Laughter.] And she brought forth Ed Pinaud's Lilac Vegetal Toilet Water.

Now, if you get the operation you will see that it was a skillful piece of work. She just took those two cans away and put forth her own brand. The moment she did that, she knew I might not be pleased, and so she

brought forth that plus sale, a nationally advertised article, Pinaud's. Now, she heard the word "lilac," the operation was complete in her mind, and she held her own brand up, and to balance it she also held up Pinaud's.

That is the plus sale. It is done artificially. When a person goes into a store to buy, it is for us to serve him. If your clerk's don't understand the process, the selling method of plus sale, I believe that is the first thing you ought to teach them. It is an absolute fact that twenty-five per cent. more merchandise could be sold in stores to-day if the retail



W. S. MCKEACHIE, SECRETARY OF NEW YORK BOOKSELLERS' LEAGUE, AND W. M. MCINTOSH OF OXFORD UNIVERSITY PRESS

clerks only understood the plus sale. Why is it when you go into the haberdashery store to buy a collar you also walk out with a cravat? Why is it that a railroad office sells you accident insurance? Why is it that the Standard Oil Company will sell you an oil lamp and also an oil stove? It is the plus sale, and there is such a small amount of resistance between the thing they want and the plus sale. Now, the young lady did not stand there fixing her hair, or say, "We sell a lot of them and I know you will like it." The sale was concluded the moment I asked for it. Her mind was alert and she started a process to close the sale. It is the plus sale in business to-day which will stimulate busi-

ness twenty-five per cent, but we have got to work out individual methods of applying the plus sale.

Another point in merchandising to-day is, do your windows loaf or work? Coming in from the coast I stopped in Spokane. I talked to a merchant there, for it seems to be my job to talk to about six thousand merchants in the United States. I am the point of contact between the merchants and the executive office, and what they don't give me in abuse, the executive office does. [Laughter.] We stopped in front of this fellow's store and I said, "Well, how is business to-day?" "Very quiet, very quiet." "Well, why don't you get more people in your store, and have it pick up?" He said, "There are the people, and there is the store." And a salesman who was in the corner said, "No wonder they don't come in. Look at the window you have there." "What is the matter with the window? Isn't it clean? Don't I display the stuff you people send to me? Just look at it." Well, the fellow said, "Your window is dead wrong, absolutely dead wrong." "What would you do?" That is always a nice way, whenever a salesman comes in to tell you how to run your business, ask him what would he do, and, when he tells you, say, "Old man, here is the cloth, and here is a bucket of water," and get him to wash the windows. That is the easiest way that you can get it done. But at the same time it takes a little pep out of him.

Stopping the Passer-by

And this chap said, "Take an Al Jolson picture. Have you got any?" The dealer said, "Yes, I have about twenty-five or thirty of them." And the young chap said, "Well, place Al Jolson's picture in the window, and put a big sign across the face of it saying, 'Al Jolson gets \$6,000 every time he makes one of these records,' and then go up to the bank and get six \$1,000 bills, and put them in the window, and get two cops off duty to stand in front of the window. It stands to reason that a crowd coming down the Avenue will stop to see the officers. If they don't do that, they will stop to see the six \$1,000 bills, and they will get the idea of value." Well, he carried it out, because the idea of having those six \$1,000 bills was a new stunt, and there is a saying that money talks, and so the people came in and they bought. From that time on, I think that merchant who has been in business for a long time has a different idea of the value of his window as a means of building sales.

Take that same idea and apply it to books. Take a picture of an author or a certain book and center it in the window. Take twenty-five of that same author's books, open them at the illustrations or place a rubber band in the book so that a person coming into the store will read one page. Have streamers in your window bearing quotations from that book. What would be the result? The average person coming down the street, stopping at this store, will get an impression of that book that he will carry home with him.

The difficulty with the average window to-day is it is too cluttered up. We throw it all at them at one time. We should take a window and drive over one idea at a time. It may be that you will have to trim the windows two and three times as often, but it will pay you and will establish the personality and identity of your store. You will create in the average person's mind a desire to go to your store. *How many people pass your window a day? How many stop and look at the window? Of those who look in, how many go into the store? Of those who go into the store, how many actually buy?*

Now, there is an absolute relation between the number of people who pass your window and the number of people who go out of your store with merchandise. If you don't know the figure, find it out, then try to raise that figure.

Are the Clerks Qualified

The retail sales clerk to-day has got to get under the load. Down in Asheville, Tenn., a young man walked into a photography store, and said, "I'd like to see the proofs of my picture." The young lady gave them to him and he said, "I am not satisfied with them. I look like a monkey." She said, "You should have considered that before you had your picture taken." [Hearty laughter.] It often happens that way tho. The thought that I want to register is, whether you have one or ten salespeople, don't overlook the chance to teach them. It is surprising the number of people that have been in retail stores for a number of years and to-day are not competent to wait on the trade. They don't understand the lines. They don't know how to greet the customer, or how to present the goods to the customer. They don't know how to work in the plus sale. They don't know how to build in that customer a friendship that will last for a long time. Now the only opportunity that you have of selling merchandise in larger quantities than you ever have is thru your retail clerk. If every retail clerk were as qualified as you are, the chances are the business would be much better. You know unconsciously down in your heart that that is absolutely so. Your only opportunity to meet your trade is thru your clerks. Give them the benefit of your experience. Give them the opportunity to read the publishers' and the manufacturers' descriptive matter. Encourage them by premiums or some other method to become better salesmen, and you will find that the business will pick up and go ahead. There is a wonderful opportunity to-day along that line.

I often think that the business in a store becomes monotonous because we are in the same store and we are just moving along and we see the same merchandise. We don't change it often enough. We don't try to attract attention in the right way.

To-day there are what we term "the fighting optimists." There are a lot of business men that are joining the ranks of the fighting optimists, and a fighting optimist to-day is the

man who is taking generous doses of hard work in order to remove the symptoms of hard times. There are three words which should be the basis of every retail house policy: The first one is "inspiration," and the inspiration of to-day's merchandising is "Let us beat yesterday." The second one is "concentration"—"Let us dig deep and find some real ideas which will absolutely move more merchandise. Let us concentrate." The third thing is, if you will pardon me, "perspiration"—"Let us work just a little harder. Let us move the stock just a little quicker in order that the overhead does not go higher, and let the sales become bigger."

Talking along this line, in Indiana about two weeks ago, after getting all thru with it a merchant said, "Mr. Porter, that is fine, but I will tell you, I have made a good profit in the last three years and I think I will break even this year, and just let her ride. I think I will withdraw my advertising and will cut out the window service, and let one of the clerks go. I am just going to ride easy until times change."

Afternoon Session---Wednesday, May 11th

PRESIDENT HERR: The meeting will please come to order.

The people on the program this afternoon are so important that I don't want to have them start right away until we have more here, but in the meantime, as we have been short of time for discussions, for ten or fifteen minutes I am going to keep the session open for discussion. I wish some of you would get up and discuss some of the papers we have had so far, and give the people here the benefit of your good ideas.

Now, don't hesitate, and give us two or three minutes of something snappy. We have now ten or fifteen minutes, during which time I should like to have a little discussion from the floor.

MISS GOLD, of the Vir Publishing Co., Philadelphia: It seems to me that we have not quite touched the crux of the theme which the convention is considering; namely, how to make a reader out of the non-reader.

One of the speakers alluded yesterday to the very successful advertising which has put over the O. Henry set of books, and as I recall that advertising, it is so skillfully done that it is withdrawn in a moment of suspense, and then you are referred to the book to find the secrets.

Now, I keep house; at the same time I am a business woman, and thru the portals of my kitchen has gone the usual procession of maids. I have been surprised at how many of them will take an evening paper in Philadelphia because it is running a continuous story. I was impressed by the fact that so many of these maids of mine would even get me to save the papers in case of their absence for a few days from home.

I think perhaps it is an old psychological principle just put into new form. Thirty-five

I said, "Old man, remember what Tad says, 'To rest is to rust.' You may keep the profit of the last three years. You may break even this year. But if you don't work harder than you ever worked in your life, you are going to lose two of the most valuable things that any business man has. You are first going to lose your aggression. You are going to lose your courage. You are going to lose your enthusiasm. The second, your competitor is going to swallow you up." They say that it takes a rough sea to test a captain's skill. What are you going to do? Sneak home to port, or are you going to put up a big storm sail and sing out your orders to the crew below? Even a barnyard fowl knows and has taught us that when the worms are scarce the chicken starts scratching harder. [Hearty applause.]

PRESIDENT HERR: I think the convention has been favored with a most unusual talk again this morning as we were yesterday afternoon. When this meeting adjourns it will be to start the program at 2:30 this afternoon. The meeting is adjourned.

years ago in Philadelphia everybody went to market. We did not have at that time the provision shop, so we used to go to this wonderful old market house, and on a Saturday morning at many of the entrances, usually at a corner, and sometimes at all four sides, stood a distributor of the family story paper. Now perhaps not all of you are old enough to remember the family story paper, but I remember Laura Jean Libby's stuff was always published in it, and the first number of her particular story was put up by these paid distributors, and of course it seemed invariably to stop when the girl was being pushed out of the wonderful mansion into the snow storm. The snow storm always seemed to be there. The family story paper sold for six cents. I used to take it home and offer my six pennies in order to find out the rest of that story.

A woman told me recently that she was going to save up Wells' "Outlines of History" for her summer vacation because to her it was much more interesting and more thrilling than a novel. Of course, it would not be possible for us to buy newspaper space in order to put down perhaps a chapter or so—that would be impossible—but if the O. Henry campaign was so successful in its results, isn't it because of the application of this same old psychological principle of stopping the story at the moment of suspense?

The point that I wish to make about trying to make readers out of the non-reading public is that if our advertising had that appeal to the type of mind that belongs to the ordinary housemaid or cook, wouldn't it be possible for the publicity men to elaborate that idea and help get it across? [Applause.]

MR. CONOVER: One of the speakers touched upon an important idea this morning when he

spoke of the child. Really, that is where you have got to begin; that is, you don't have to go back two generations to make readers, but you can begin with a child that comes into your store, if you are minded to be a little patient and if you like children. If you don't like them, you won't be bothered with them anyway, and if you don't like them don't try to fool with them because they can see thru it, and if you think you can bluff them you will find that you are mistaken in a very short time.

I found that out because I had the best preparation for a bookseller that a man can have. I taught school ten years before I entered a bookstore, and do you know that people are just children of a larger growth? The same principles that I put in force with my pupils in school I practice still in my store, and there is not a child that comes into the store now, but that I try to make friends of him at the very start. I am now selling books to the grandchildren of the children I first began with forty-two years ago, and they have come right along because they have wanted to come to Conover's. Why, the little ones have come in with their mothers, and if they were a little impatient, while the rest were waiting on the mother, I quietly went around and picked out one of our picture books and showed it to them and got them interested. While the mother was attending to her business, I was attending to mine by making a future customer of that child.

Now, that is one of the things that I want to speak on because it is really a valuable suggestion that I have put in force.

And then there is another little point in selling a book and that is making something of the book. And if you will pardon me, I will illustrate my illustration. I have a sense of humor. Well, I have a book that is a humorous book, and I ask the people sometimes when they come in what they want. Oh, they want something that will liven them up a little. Some of the folks are not very well and they want to read something that will liven them up, and they want something good for a person. Well, I say, "Will you like a humorous book?" "Why, yes, if it is good it will do." And then

I say, "Have you read 'David Harum'?" And they say, "Yes, we have read 'David Harum.'" "Well," I say, "I have something that is a great deal better than that. There is one story in there that is worth the whole price of the book." And I tell them a few of the stories. I say, "There was an old horse one time that was retired from the track, and the darkey who had driven him for a number of years wanted to drive him once more for a certain purpose. Well, if you don't hold your breath before you get thru with that horse race, you are different from the common people." "Well, that is just what I want," they say. That book is "The Bishop of Cotton-town."

There is this thought, too. I say, "You take that book and if it does not prove equal to my recommendation, you bring it back and you can have any other book in the store for it." I always make that provision. And by the way, I make that provision with a great many books taken on my recommendation, that they can be exchanged for any other books.

PRESIDENT HERR: We will be glad to have any other remarks just at this time.

A MEMBER: "The Bishop of Cottontown" is out of print.

MR. KORNBAU, of John Winston Co.: It is not out of print.

PRESIDENT HERR: Mr. Shoemaker wants to make an announcement about the aeroplane flight.

MR. SHOEMAKER: The winner of the prize, Miss Hubley, who impersonated Hannah Bye, says she would like to see the play tonight. She is not so particular about attending the banquet tomorrow night, so we will postpone the aeroplane flight until tomorrow at three o'clock. The starting point is at the inlet down by the lighthouse. If any of you want to join her in the flight, or want to see her departure, she will be very glad to have you there.

PRESIDENT HERR: Mr. Melcher will now proceed with his report.

A Year of Co-operative Experiment

By Frederic G. Melcher

*Chairman, Year-Round Bookselling Committee; Executive Secretary,
National Association of Book Publishers.*

IF all of you have not got copies of my printed report that were distributed this morning, we have some additional copies, and I should like to have everyone of you get one. I don't often write out what I intend to say to a convention, but this so directly belongs to this convention, there is so much that pertains to the whole body, that I feel it ought to be fully and promptly in your hands for your consideration.

This is not a speech with recommendation of

an idea. It is a report of a program started at our convention, virtually a report back from a standing committee of the American Booksellers' Association, because at the great Philadelphia convention an idea was thrown into the arena by Mr. Keating, Mr. Doubleday and Mr. Herr, and before we got thru we felt we had hold of something that would keep us busy and might mean a great deal.

As Mr. Herr pointed out in his presidential address, we are this year come of age, and the

characteristic of coming of age is feeling that we are able to have strength to step out and do a thing with a new vigor that perhaps was not appropriate in the earlier years. Very fortunately, there is something for us to step out and do just when we have come to that age of real vigor.

Fundamentally, the thing we have felt and have tried to find a way to crystallize is the idea that a book store has a far more important place in business and community life than we have been able to prove in the past. You and I have been hearing this idea dwelt on here and there from our different speakers. I have been in the corridors talking with people who in this place or that place had been getting hold of that confident feeling, that we have a business which is going to step out into a front place as it has never done before.

Now, that idea has seemed to give us a sort of objective which a group needs. We don't want to feel—none of us have wanted to feel—that we have gathered together here merely to reiterate, to strike the gong again and go away from this gathering. We want to feel that some kind of note is struck that will keep along with us, and it is because we have felt that impulse with us the year round that we feel sure that, when we talk again about putting books in their real place, we have hold of a sound idea.

When the American book-trade was gathered together at the big convention of May, 1920, among the many ideas discussed, that which captured the imagination of all those present, and which has gradually been making its influence felt in all book-selling channels, was the proposition that the publishers and retailers should join hands in a nation-wide campaign to give greater general publicity to the pleasures of reading and the joys of book ownership.

It was universally felt that never before in the history of the trade had there been so many potential readers, so many people looking to books for what they needed in instruction and diversion.

The Co-operative Advertising Campaign

Immediately after the convention a committee of twelve was formed, six publishers and six retailers, who held numerous conferences to plan how this co-operative movement could be best carried out. A program was developed by July, and a call went out for a fund of one hundred thousand dollars a year for three years to be contributed by publishers, jobbers and retailers. This fund was to be administered by the committee with the aid of an expert publicity staff capable of putting over the general idea of book ownership.

The expense of a two months' canvass was met by the American Booksellers' Association and the publishers, and an experimental campaign in general publicity was carried on as the canvass went forward. When October 1st came, a large percentage of the trade pub-

lishers had expressed their belief in the idea, but only about two-thirds of the required total was reached. The canvass of the retailers had not proceeded beyond the first request for support by mail. It might have been possible by intensive work to complete the amount among those who most thoroly believed in this form of publicity, but business conditions had so changed that the general committee believed that it was not practical to proceed with so large a plan.

Year-Round Bookselling Campaign

The National Association of Book Publishers, which had come into existence while this campaign was going forward, believed that the fundamental ideas back of this plan were sound and that, as the retail trade had shown such whole-hearted intention to co-operate, in the selling ideas, some means should be taken to obtain for 1921, puzzling as it promised to be, the advantage of this co-operative spirit. With that in mind, the Publishers' Association outlined a plan which was developed into the present Year-Round Bookselling campaign, and which has been conducted by a committee of sales and publicity managers from the publishers' offices, using as headquarters the rooms of the National Association of Book Publishers, at 334 Fifth Avenue, New York. This program was rounded out after a general meeting in December of travelers and salesmanagers of the different publishers in order to get their best advice and ideas, and the final plans were the result of many conferences.

Of those proposals which had been included in the first-mentioned book advertising campaign, the idea of large paid advertising space had to be eliminated, but the plan of extending to retailers suggestive ideas based on the common program and plans for getting out, thru the general press, articles on book selling was carried forward in this new program.

The Year-Round Bookselling Plan was presented to the publishers as an opportunity for them to help the general sale of books, to encourage more aggressive retailing and to promote the sales of their own books under the stimulus given to the general book buying by this publicity.

Forty-four publishers consented to support the plan with total subscriptions of forty-five hundred dollars.

In outlining the details of the work, the office had the advantage of two years' experience with the Children's Book Week, an event which had, in 1920, reached truly national proportions. Children's Book Week had shown that the bookstore could take an increasingly important place in the cultural aspects of a community and that there were numbers of people who would interest themselves in the cause of books if it was presented in the right way. It had demonstrated that there are thruout the country hundreds of retailers ready to take advantage of sound book-selling ideas and develop locally the general suggestions embodied in such a campaign.

"Buy a Book a Week"

With this in mind the Year-Round Book-selling Committee submitted to the retailers a program of bookstore activity suitable to different seasons of the year. Material was planned in the way of posters, fliers, specimen ads, and to these general suggestions the retailer could add his own individual ideas. The name of the campaign embodied one of the real interests of every shop, that of making bookselling a year-round activity. To



FREDERIC G. MELCHER, CHAIRMAN OF YEAR-ROUND BOOKSELLING AND CHILDREN'S BOOK WEEK CAMPAIGNS

develop this idea further the slogan, which had been proposed by A. Edward Newton in the "Atlantic Monthly," was adopted. "Buy a Book a Week" suggests that book buying should be a habit and not a Christmas-alone performance as it is with so many families. This slogan quickly caught the eye of editors,

reviewers and columnists and has been echoed up and down the country.

The Program

The plan for the first six months of the year was: January, "More Books in the Home"; February, "America Month"; March, "Useful Books for Every Need," and Religious Book Week; April, "Back to Nature Books"; May, "Commencement Time Is Book Time"; June, "Will the New Home Have Books?" With each month's program there went a colored poster, streamers and a leaflet of suggestions as to how to take the best advantage of that month's program. It was not expected that a single idea would fill the month's activities but individual initiative could be relied upon to fill in the rest. It was left to travelers of those houses who had supported the movement to make the canvass of the retailer, and any bookseller who asked could have the material sent to him monthly. About sixteen hundred booksellers applied, and this material was mailed them regularly.

Valuable suggestions came in from the retailers, showing that they were accepting the program in the way it was intended, as a skeleton on which to build to suit each store.

In April, a questionnaire was sent to all.

Religious Book Week

As part of this program, but carried out even more intensively, there was also arranged by the National Association of Book Publishers a Religious Book Week in March. This plan was developed by a special committee of those most interested in the field, and a group of twenty publishers, denominational houses, Bible houses and general publishers with special religious book departments, contributed a sum of two thousand dollars to carry this idea forward. A study was made of the channels of religious book distribution and material was gathered for special articles on the place and function of the religious book. By the time March had arrived a score or more of religious papers had arranged for special issues, many stimulating articles by important writers had been widely circulated to newspapers, and denominational houses had written their ministers how Religious Book Week, March 13th to 20th, could be taken advantage of.

There has been very wide testimony to the value of this effort. General book stores, as well as those which specialize in religious books, felt the benefit.

Estimating Results

The results of general advertising and publicity are not as easy to trace in the counting rooms as the advertising of single titles and the publishers who have stood behind this effort to get new attention to books have done it with a feeling that there is a big work of general expansion to new readers to be carried forward, and that only by broad planning and co-operative effort can the widest results be obtained. General publicity has, too, a particular value when it comes to getting co-operative help from the numerous groups whose tastes and interests touch on

books, and in a number of ways the general cause of book ownership has been increased because these general ideas have been in the air. The clippings accumulated at the Association headquarters give explicit testimony to the way in which the country has taken up the discussion of the book owning idea, and the soundness of the fundamentals of this program is borne out also by the interest the campaign has attracted in fields outside of our own. The English book-trade has commented widely, and several English publishers have written over to get the material. The Canadian publishers called a special meeting to have this matter laid before them. Inquiries have come from South Africa, Australia, Shanghai and Holland.

As first laid out, the program covered six months, and it was agreed that by May 1st a canvass of the situation would be made and a decision reached for the continuation of the work. The decision of the publishers is to go ahead; and this report is rendered to this convention to ask for a continuing co-operation of the Booksellers' Association and of the Publishers' Association in keeping the general idea of book ownership and "Books in the Home" to the front.

Vacation Reading

The trade publishers are again gathering funds to cover the expense of the work for the next six months. The tentative outline will be as follows: For July and August there will be the slogan of "Take Along a Book" with posters and fliers to help the dealer make displays of vacation reading. The fact that children as well as grown-ups find more opportunity for reading in summer will be emphasized, and that there is no vacation sport which is not enjoyed more with a book, and no vacation trip which books will not enrich.

"All Roads Lead To the Bookstore"

The general idea for September and October might be embodied in the phrase "All Roads Lead to the Bookstore." It will be pointed out that from September on into October churches, schools, libraries and all other community institutions are readjusting their machinery and endeavoring to get more completely in touch with old friends and new. All these institutions should have their direct relations with the bookstore and so too should clubs which are making programs, night classes starting up in factory and workshop, and, in fact, every group that stands for instruction or entertainment in the community. Material will be provided to help the dealer emphasize the fact that "all roads lead to the bookstore," to help him check up his mailing lists, find what groups should be ready for study or reading courses, and by what method old customers could be made to start again their bookshop habits, and new potential customers be brought into the habit of bookbuying.

Children's Book Week, 1921

In November, attention will be concentrated as usual on Children's Book Week and

there is every promise that it will be infinitely more effective and valuable than ever before. Already the American Library Association has promised country-wide co-operation, and schools and women's clubs are writing for information. A special committee will be built up to take care of the problems of this interesting event. The dates this year are from Sunday, November 13th, to Saturday, November 19th.

Books as Gifts

With the Children's Book Week out of the way all attention will be concentrated on



MARION HUMBLE, EXECUTIVE SECRETARY TO THE YEAR-ROUND BOOKSELLING AND CHILDREN'S BOOK WEEK COMMITTEES

Books as Gifts, with posters and fliers and new suggestive helps for the bookseller, and with as much material and discussions possible in the general press on the importance of the book and its particular desirability as a gift. There is no reason why books should not take a tremendously more important place in the book lists of every Christmas giver when all book-trade is co-operating to put this idea before the public.

The past two years have been particularly difficult for every business man and yet par-

ticularly valuable, as they have given the alert merchant the opportunity to prove himself. The good bookstore has come thru stronger than ever, prepared to take a place as a progressive business with a recog-

nized place in the community. With the faith in co-operative effort steadily increasing, these first attempts at pulling together should mark a great step forward in American publishing and book distribution.

Practical Methods of Increasing Bookshop Efficiency*

An Ideal Accounting System for All Retail Book Stores

By De Witt Carl Eggleston, C.P.A.

Member of Firm of Klein, Hinds & Finke, Certified Public Accountants, New York

Control by Means of Accounting System

THE retail book business is peculiar in many ways. A feature which one who undertakes to make a study of the business notices, is the great amount of detail in proportion to the volume of business done. Because of the amount of detail involved the proprietor of a retail book store cannot rely solely on his memory or powers of observation to control his business. The proprietor requires a system which will relieve him from carrying in his head as much of this detail of management as possible. The first step in exercising control over the business of a retail book store is the introduction of a modern accounting system, if one is not already in operation, which is just adapted to the needs of the business. An accurate system of accounts and records is necessary whether the books are kept by the proprietor after hours, or by a regular bookkeeper. There are certain principles to be observed in the operation of an "Ideal Accounting System for Retail Book Stores" whether large or small.

Income Tax Requirements

In these days of income taxes one is compelled to keep books in such a way that he can prepare the returns required by the U. S. Government. In view of the fact that certain information is required on the Income Tax forms it is desirable that the books of a retail book store be kept in sufficient detail to permit of the returns being prepared with as little loss of time as possible. In order to be able to furnish all of the information required one should maintain a detailed analysis of all expenses. As few items as possible should be charged to such accounts as "Miscellaneous," as the government is likely to ask for an analysis of the account and this requires time which could be avoided. Care should be taken to see that all drawings of a proprietor for personal use are charged to his account and that all drawings chargeable to expense are charged to the proper expense accounts. Proper vouchers should be kept on file covering all expenditures.

Exchange of Information

If the members of the American Book Sellers' Association could agree on a uniform system of accounts and would keep their books in accordance with sound accounting principles it would furnish a basis for exchange of in-

formation as to the cost of doing business. In order to make a comparison between the cost of doing business in one book store and that of doing business in another book store it is obvious that the corresponding items of expense must be included in each case. No doubt great benefit could be obtained thru an exchange of information by members of the Association as to the ratio which each item of expense bears to the sales. In order to do this it will be necessary for the Association to adopt a uniform classification of accounts. There is no reason why the American Booksellers' Association should not do for its members what the Harvard Graduate School of Business Administration has done for the retail shoe dealers in showing the members what accounts to keep and what items should be charged to each account. After the members have adopted a uniform system of accounts reports can be prepared showing the ratio of each item of expense to sales and sent the secretary who can arrange to have them compiled and averages figured. After the work of tabulation has been completed the secretary can send out reports to the members showing the expenses in proportion to sales for different groups according to amount of business done. By the use of a system of key numbers the work could be done in such a way that there would be no way whereby information relative to any particular member's business could leak out. After receiving his report a member could compare his expense ratios with those for book sellers in his class and see wherein he has excessively heavy items. By this means a check can be obtained on leaks.

Appended to this report could be sales statistics showing how sales compare with the preceding month, and with the corresponding period of the year previous by groups. By this means each member could be kept in touch with the trend in the book business. This data could be charted.

Average Cost of Doing Business

A great deal has been accomplished by concerted action on the part of groups of individuals and firms in the same line of business. In case it develops that the retail booksellers

*This speech is being revised by Mr. Eggleston and the proper illustrative forms to accompany it are being prepared. It will be printed in pamphlet form by D. Appleton & Company, New York, publishers of Mr. Eggleston's books, who will gladly send a copy free to any bookseller.

are conducting their business efficiently and still are not making the proper percentage of profit on sales the Association will be in a better position to take up the matter of more generous trade discounts with publishers.

The salient features of an "Ideal Accounting System for Retail Book Stores" will now be explained.

Preparing a Financial Statement Monthly

The amount of business done by a retail book store is generally sufficient to warrant the expenditure of the time required to keep the books by the double entry system as explained in all books on bookkeeping. This system furnishes a means of analyzing the business transactions not possessed by any other system. In order that the proprietor may know just where he stands financially at the end of each *month* he should prepare or have prepared for him a balance sheet. This statement shows the assets, liabilities and capital as at the close of business on the last day of the month. When the books are properly kept an increase or decrease in the proprietorship or capital account as compared with the preceding month will reflect the profitableness or unprofitableness on the undertaking for the month. If the results shown indicate that the present policy is yielding a good profit, the proprietor has nothing to worry about on the one hand, but if the results obtained from operations are not what they should be, the proprietor knows that he should look around for ways and means with which to make a better showing.

The accounts on the balance sheet should be arranged in a systematic order. On the left hand side are set down the assets (things owned) and on the right hand side are entered the liabilities (things owed). The difference between the assets and liabilities, if the former exceeds the latter as is the case usually, is the proprietorship or capital. For a retail bookseller the best plan is to list the current assets first and then the other assets on the left. Then on the right come the current liabilities followed by the other liabilities.

In a typical retail book business the current assets appearing on the balance sheet would be Cash, Accounts Receivable and Merchandise Inventory. The other assets would include such items as Furniture and Fixtures and prepaid Insurance. On the liability side the current items would be Accounts Payable and Notes Payable. Liabilities which do not have to be paid for a considerable period of time are classed as other liabilities on a balance sheet. When a banker looks at a balance sheet he likes to see the ratio of current assets to current liabilities at least two to one.

Book Inventories

In order to prepare a balance sheet *monthly* as recommended, it is necessary to place a valuation on the stock of merchandise. It is of course impractical to take a physical inventory and figure it at the close of each month, and so some other expedient must be adopted for those months when a regular in-

ventory is not available. The system which many of you use and which is recommended for the "Ideal Accounting System for Retail Book Stores" is called the "Mark-up on Sales" system. The system consists in applying a percentage to the monthly sales in order to ascertain the gross profit on sales. The sales less the gross profit gives the cost of sales. With these data it is an easy matter to place a valuation on the merchandise stock for statement purposes. The method of procedure is as follows: The inventory at the beginning of the period, plus purchases for period, less cost of sales, gives inventory at end of period. This is the figure to use for the merchandise inventory on the balance sheet.

There are several ways of obtaining the "mark-up" percentage on sales to use in figuring the gross profit each month. The easiest method is to base the percentage on past experience. One large retail book store has used 36 per cent as the mark-up on sales for the past three years and states that this rate does not vary one per cent from actual experience. Another book store uses 35 per cent as the mark-up.

In case any book store proprietor does not want to make use of an average based on past experience he can arrive at the actual mark-up percentage on sales as follows: When invoices for purchases are received from publishers the invoices show both the gross and the net price. By looking at an invoice for 200 books at \$5.00 less 40 per cent, making \$600.00 net, one sees that the gross profit is of course \$400.00 or 40 per cent. By providing a separate column in the purchase journal for recording the total price in addition to the net price, the average percentage of mark-up on purchases can be readily arrived at each month. It is then necessary to combine these figures with the initial inventory at cost and selling price and obtain an average mark-up percentage on stock. This percentage can then be used on the sales for the month in figuring the amount of gross profit and the cost of merchandise sold.

A separate record should be kept of "reductions" made in the selling price or allowance made when valuing merchandise to cover shop worn books. Then "reductions" are a change to the expense of doing business.

Monthly Profit and Loss Statement

By applying the mark-up percentage on sales, as explained, the gross profit on sales is arrived at. It is then an easy matter to prepare a monthly profit and loss statement. From the gross profit on sales is deducted the expenses for the month in order to arrive at the net result of operations.

It oftentimes happens that a sole proprietor will not charge the business for his salary as an expense of operations. So far as the final result is concerned the proprietor's capital will be the same, no matter whether salary is charged to expense or to capital account. However, from a "cost of doing business" point of view it makes a lot of difference. In order to obtain a complete statement of the

expenses the proprietor should make a practice of charging his salary to expense and crediting his drawing account. The amount of the salary charge should represent the market value of the proprietor's time. This method of procedure need not confuse one when preparing income tax statements. The proprietor's income is equal to his drawings plus the profit earned as shown by the books after drawings have been charged up.

It should be the practice to include in the expenses an allowance to cover depreciation on all equipment used. The most convenient method to use for figuring depreciation is to take say 10 per cent off each year on the original cost of the equipment which has worn out or become obsolete should be shown as a deduction from the original cost.

By means of the system recommended the retail bookseller is able to know his profits for each month. He should then divide the amount of his capital investment as shown on the balance sheet into the net profit for the month in order to obtain the yield on the investment. The profitableness of the undertaking is measured by the rate of return of the investment.

Stock Turnover

Whether a store has one or several departments a record should be made of the rate of stock turnover. By this is meant the number of times the stock is sold, on an average, in a year. The rate is obtained by dividing the average stock of merchandise in a department at *selling price* into the sales. If this is done monthly the rate when obtained is stated on an annual basis. Thus the rate of turnover in Department A may be 3 per annum, in Department B, 4 and so on. The stock turnover rate is a sort of index of efficiency. According to the margin of profit available on different lines there is a minimum rate of turnover below which it is unprofitable to do business. Some department stores claim that they cannot afford to carry a line unless a turnover of at least three a year can be obtained. The average annual rate of turnover in department stores is reported to be a little better than four.

Analysis of Expenses

The "Ideal Accounting System for Retail Book Stores" provides for a detailed analysis of expense under appropriate headings. The following expense classifications are suggested to be followed in making up statements of the cost of doing business:

- Salary, Proprietor
- Salaries, Regular
- Salaries, Extra Help
- Overtime (suppers)
- Rent
- Postage, Printing and Stationery
- Advertising
- Delivery
- Telephone
- Freight
- Express

- Insurance
- Window Dressing
- Collection Fees
- Repairs
- Electric Light
- Ice
- Towel Supply
- Taxes
- Interest

After an analysis of expenses for the current month has been prepared the expenses for prior months, since the beginning of the year, should be added in order to obtain a statement of expenses to date. In order to be of the greatest usefulness this statement of expenses to date should be made comparative in form, and the increases and decreases of the current year over or under the prior year for the corresponding year shown.

Apportionment of Expense to Departments

A special problem is met with when a store sells other kinds of merchandise than books. The problem is to find the proper basis for distribution of the expense of doing business over the various departments. This is of course an important matter in order to ascertain the net profit on the operations of each department. The first step in the apportionment of expense is to take the major items such as salaries, rent and advertising and divide them on some equitable basis. Salaries should be charged to those departments where the salespeople are assigned. Rent should be distributed to selling departments in proportion to the space occupied by each. Advertising in the daily papers should be charged to the departments which have their merchandise advertised in proportion to the space used. Those expense items which cannot be charged directly to departments on some equitable basis should be allocated to departments in the proportion which the sales of each department bear to the total sales of the store.

Operation of General Ledger

It is necessary for the retail bookseller to keep a general ledger in order to be able to make up the statements required for his own information as well as governmental returns. This book should be in bound form with standard ledger ruling. Pages should be headed up with the names of the various accounts required. The arrangement of the accounts should follow the order of the accounts on the financial statements. The order of accounts is as follows: Assets, Liabilities, Capital, Profit and Loss. In order to open the general ledger it is necessary first to prepare a statement showing the assets and liabilities at a certain date. From this statement the accounts in the general ledger can be opened. Postings are made to the general ledger from the cash book, purchase journal, sales book and journal. Provision is made in the front of the general ledger for making an index of the accounts. From the general ledger the balance sheet and profit and loss statements are made up at the close of each month.

Accounts Receivable Ledger

When there are a good many charge customers it is a good plan to remove the customer's accounts from the general ledger and place them in a separate ledger. The accounts receivable ledger, as the customers' ledger is called, should be loose leaf in form. The customers' ledger sheets should be arranged behind alphabetical index guides for convenience in reference. A controlling account must be inserted in the general ledger. At the close of each month a trial balance of accounts payable ledger should agree with the balance to the controlling account in the general ledger.

Cash Book

The "Ideal Accounting System for Retail Book Stores" should provide for using a columnar form of cash book. The operation of the general accounts receivable and accounts payable ledgers in accordance with the plan above outlined requires that the cash book be operated in a certain prescribed fashion. The headings for the received side of the cash book are as follows:

| | |
|---------------------------------------|-----|
| Date | |
| Name | |
| Folio | |
| Accounts Receivable Ledger | Cr. |
| Sales Discount | Dr. |
| Cash Sales (if not in general column) | Cr. |
| Net Cash | Dr. |
| General Ledger | Cr. |
| Bank Columns | |
| First Bank | |
| Second Bank | |

The headings for the disbursed side of the cash book are as follows:

| | |
|-------------------------|-----|
| Date | |
| Name | |
| Folio | |
| Accounts Payable Ledger | Dr. |
| Discount | Cr. |
| Net Cash | Cr. |
| General Ledger | Dr. |
| Bank Columns | |
| First Bank | |
| Second Bank | |

In case only one bank is used the net cash column can be dispensed with and the bank column used.

The rule should be adhered to that all cash receipts should be entered in the cash book and deposited in the bank. All disbursements should be by check. When a remittance is received from a charge customer the amount of the original charge covered by the remittance is entered in the "Accounts Receivable Ledger" column, any discount allowed in the "Discount" column, and the net cash in the net cash column. The amount of the bank deposit is entered in the bank column. The general ledger column provides a means for entering such cash receipts as are to be credited to general ledger accounts.

When checks are drawn in favor of publishers or others with whom accounts are kept, the amount of the invoice settled is to be entered in the "Accounts Payable Ledger" column, any discount received in the discount column and the net cash in the net cash column. Checks to be charged directly to general ledger accounts are to be entered in the general ledger, and net cash columns.

A separate fund should be established for the petty cash and minor payments made from it. When the petty cash fund requires replenishing a check should be drawn on the bank for the amount necessary. The accounts to be charged are shown by the entries in a petty cash book kept for the purpose.

The individual items in the "Accounts Receivable Ledger" column in the cash book should be posted to the credit of the individual customers accounts. The items in the "Accounts Payable Ledger" column in the cash book should be footed and postings made to the general ledger. Each month the correctness of the cash balance should be proved by making a reconciliation with the bank statement.

Purchase Journal

All invoices from publishers or other vendors with whom accounts are kept should be entered in a purchase journal. In this book, which is bound and in columnar form, provision can be made for a distribution of merchandise according to the various departments as book, stationery, and so on. The total of the purchases entered in the purchase journal is credited to the accounts payable controlling account in the general ledger. The individual items are entered in the subsidiary accounts payable ledger to the credit of the individual accounts kept with vendors.

Sales Book

Sales slips for charge sales should be entered in a sales book. In case there are several departments in a store as book, stationery and so on, it is a good plan to provide for entering the sales in columns according to the names of the departments. Sales slips for cash sales should be summarized by departments at the end of each day and an entry made in the cash book. At the close of the month the sales book should be footed and the total of the charge sales debited to the accounts receivable controlling account in the general ledger, a corresponding credit being made to the sales account, of accounts. The individual items should be posted to the debit of the individual customer's accounts in the accounts receivable ledger.

SUMMARY

The "Ideal Accounting System for Retail Book Stores" accomplishes the following things:

(1) It enables the proprietor to keep in close touch with the business without carrying all of the details in his head.

(2) It provides all of the information required for making up "income tax" statements without any laborious digging.

(3) By adopting a uniform classification of accounts, it provides for the exchange of information between members.

(4) It furnishes an accurate way of arriving at the cost of doing business.

(5) A monthly balance sheet, and profit and loss statement is provided for.

(6) Provision is made for showing the rate of stock turnover per annum as an index of efficiency.

(7) The system requires a detailed an-

alysis of expenses. In case there are several departments the expenses are to be distributed in such a way as to enable the proprietor to ascertain the net profit in each department.

(8) It requires the double entry system of bookkeeping. Control can then be exercised over subsidiary customers' and vendors' ledgers.

(9) Columnar cash and sales books are required.

While it will benefit the individual members to have efficient accounting systems, the greatest good to the association will come when all of the members have "the ideal system."

Practical Methods of Increasing Bookshop Efficiency

Markets and the Business Outlook

By Floyd Parsons

Contributor to the Saturday Evening Post

TWO weeks ago I resolved to give up speech making and stick to my pen as a means of communication. A day later I received a note from Mr. Crowell asking me to talk here to-day, and on learning the audience would be the American booksellers I answered the invitation with a prompt and decided "Yes." Certainly no author be he good or bad, blonde or brunette, fat or lean, could afford to miss the opportunity to meet the men who constitute the most important agency for providing so-called literary lights with three meals per day. The war took many things from us, but unfortunately our appetites remained intact. Furthermore, a fellow likes to be a patriot and desires to be loyal to his kin in business, and surely the writer and the bookseller are blood relations.

Before I touch on the commercial and industrial possibilities of to-morrow, let me lay down a few facts concerning to-day. We live in a country that will be dominant among the nations of the earth unless we foolishly cast aside the opportunities that are ours. We have nearly one half of all the probable coal in the world and our mines produce upward of one half of the world's total output of this essential fuel. We are also producing 60 per cent of the world's petroleum; 45 per cent of the world's output of iron ore; 70 per cent of the world's copper; 58 per cent of the world's cotton crop; about 40 per cent of the world's annual cut of timber; and more wheat, corn and potatoes than any other nation on earth, which indicates plainly that we hold an enviable lead in the production of life's chief essentials.

It is this very independence in so many important materials that constitutes one of our grave dangers. It appears at times that we should give more attention to talking about the things we lack, rather than boasting so often of what we have. Great Britain controls in gold, nickel, tin, tungsten and asbestos. The United States is also deficient in graphite, manganese, potash and platinum. We grow

no rubber and it is easy to imagine what would happen to our motor industry, which has now become a necessary part of our transportation system, if we should be cut off from the sources of rubber supply in South America and the Far East. It is also likely that our oil supplies will be pretty well exhausted in fifteen or twenty years, while some of the foreign nations have oil supplies that will probably last a century or more.

Progress Thru Science

In this day of progress no nation can maintain the lead industrially unless it is chemically independent. Here in the United States, while the chemical industry ranks second among all of our businesses in the matter of total capital invested in manufacturing, the production of the finer chemicals has been left largely to foreign hands. In the year preceding the commencement of the World War, the United States imported 5500 different kinds of chemicals. The value of these imports was more than \$100,000,000, greater than the entire value of all of our domestic manufactures in chemical plants that same year. I have mentioned these things in order to help cultivate in all of us a modest demeanor and a thoughtful attitude. America is far from being independent of the rest of the world. Some of our basic industries would be seriously crippled, if not destroyed, in a few months' time if we should be shut off by any force or power from the other countries of the earth. Let us consider camphor, something we view as a relatively unimportant substance. Here again Japan controls the world's supply which it draws from the Island of Formosa. Aside from its use in medicine, camphor is employed largely in the manufacture of celluloid. The Japs not only fix the price of camphor, but decide just how much we may have to supply our needs each year. In other words, the rate of development of certain of our industries that use camphor is dependent on the good will of a foreign nation.

It is not possible to talk of the industrial

future of the United States without devoting a few words to the application of science to business. Markets and all else must give way to the progress of technical achievement. Before our gasoline supply is exhausted or even seriously curtailed, we will be getting a liquid power fuel from potatoes, beets, sawdust and from the abundant shrubs and cactus of our western deserts. Everything that grows out of the ground and is touched by the rays of the sun can be converted into alcohol and used to provide mechanical energy. Some of our most worthless plants will produce 40 gallons of alcohol per ton of roots. Some day the chemist will surely show us how to utilize our desert wastes in growing hardy shrubs which will be converted into power for industry.

Before long we will be able to go to the far ends of the earth where milk can be bought cheap, and there so process this milk that the fluid is divided into its component parts, shipped to us here in safety from spoilage, then the parts will again be united and we will drink the milk in safety.

Untold wealth lies in the water world. Seventy-one per cent of the area of the earth's surface is covered by water, and this area now contains the largest animals ever known to exist. The population of our seas is far greater than that of our land areas, and most denizens of the deep can be made to furnish food, leather, oil, fertilizer, etc.

Research the Hope of Tomorrow

Scientific research in every line of business is the hope of to-morrow. Thanks to our literature, which surpasses that of any other age, at least in quantity, all thoughtful, studious men and women to-day here in the United States are technicians of one kind or another. We are creating a race of people with inquiring minds and possessed of ability to get at the kernel of whatever they undertake. The world's great industries are located at points determined not so much by the accessibility of raw materials as by the place of birth of some great discoverer of a successful process or a valuable scientific truth. It is for such a reason that Lancashire is the home of the spinning industry, and Jena the important center of the optical industry.

Man's capacity for handling intricate problems is steadily on the increase. The minds of modern men have seldom been taxed to anywhere near their limits. The value of research is beyond calculation. The incandescent-lamp industry would probably have been lost to the United States if it had not been for the development of the tungsten filament by an American scientist. The discoveries and inventions of the last twenty years have been marvelous, but the scientific advances of the next two or three decades will be far more wonderful. Highly trained men, some in the employ of great corporations, others working in universities, are quietly but persistently searching for the secret of the atom. Day by day new truths are being discovered, and no one who understands the problem would dare

assert that science will fail to break down the atom just as nature is now doing with radium and its so-called radioactive elements.

All of this may appear to be quite technical and in no way related to present problems in business. But it is well to remember that the nation whose citizens lead in science and industrial research will certainly rank first in business. The United States has prospered because of its unlimited natural resources. But our advance would have been even more rapid, at least there would not have been such criminal waste, if Americans as a whole had been educated to respect knowledge more and money less.

Raw Materials Now Low

But no matter how great are the possibilities of our scientific future, and how beautiful are our ideals, we must live and work to-day under the conditions that right now confront us, so a brief survey of the present business situation is not out of place. Three questions are pertinent: What are conditions? Why are they? What can we do about it?

The fundamental trouble to-day in our commercial and industrial life is the disparity that exists between the price levels of raw products and of manufactured goods. The average price of the principal farm products is nearly 60 per cent lower than it was a year ago, and it is 28 per cent lower than the average price of these same products for the past ten years. Most of our other primary raw materials have suffered similar sharp declines, while personal services, manufactured goods, freight rates, etc., have not undergone corresponding declines. Approximately one-half of the population of the United States is engaged in producing and handling raw materials. These people, because of their decreased earnings, are now unable to purchase large quantities of the articles the manufacturing classes produce.

The United States now has practically all of the loose gold in the world. That sounds fine, but to offset it, we have more than four million workers out of employment. We also have thousands of investors who are holding beautifully engraved railroad bonds and stock certificates, purchased in good faith and out of hard earnings, which are netting them all the way from nothing (mostly nothing) up to four per cent interest.

Conditions are bad, because liquidation and the readjustment in business have not been at all consistent or uniform. The wages of groups of workers in New England who make shoes were increased during the war and immediately afterward, in some cases as much as 227 per cent. Recently these wages were cut from 20 to 30 per cent, and both the workers and their employers expressed the belief that the cut was a drastic one. In the clothing industry, in several localities, wages advanced more than 100 per cent, and have been cut 10 per cent. The packing industry and numerous other businesses have adjusted wage conditions on practically this same 10 per cent

basis. In the meantime, sugar has dropped from 20 cents and more, to 6½ cents. Cotton is down to 11 cents.

Price Reductions Necessary

Thousands of manufacturers and retailers are sitting around idly talking about a better day that is coming and resting smug in the self-satisfying idea that price reductions are not necessary, for they would not create new business. Each one says, "let George do it, I'll come along later." They say, "The United States is a wonderful country; nothing can hold us back." Instead of reducing wage rates in proper fashion, hundreds of employers have followed the plan of holding up wages and cutting expenses by laying off employees. This policy they believe saves them trouble with the labor organizations. This spirit is holding the situation in a deadlock, and is lengthening the period of readjustment.

Hundreds of labor leaders are insisting that the autocratic rules forced on industry during the war by labor unions shall be continued effective.

Several million people in the United States are laboring under the impression that wages are paid from some imaginary fund, and not from the proceeds resulting from production. Whether we like it or not, we must face the fact that many of our workmen are possessed by the idea that restrictions placed on work increase the demand for labor. So long as this idea prevails largely in union circles, the thinking public will not be able to place confidence in, or whole-heartedly support the organizations of labor. Fortunately, the policy of "go slow" has not been universally accepted by American union workers, and it is to be hoped that radical agitators will make even less progress in the future than they have in the past in spreading such a destructive idea.

Finding New Price Levels

Before we can get back onto a sound business basis in this country, prices of finished articles must be established at a level in conformity with the prices of raw products. The wages of workers in all industries must also be established on levels determined, not by rules of force thru close organization, but by the amount of intelligence and the degree of skill required to perform the work. Merchants and manufacturers may oppose reductions in prices; workers in various lines may fight against decreases in wages, but all such opposition to the tendency of the times will avail nothing, for there is a fixed economic

law underlying our industrial life, which operates day and night free of control by any class, party or group of workers. This law says, no matter what your wages may be, all that really counts is how much do you get in your pay envelope? Nine times out of ten it is better to do a lot of business at a small profit on each transaction than to do very little business on a high percentage of profit basis. Bargaining power is all right in its place, but it cannot be substituted for normal balance in business.

Conditions in the United States will grow better rapidly when various groups of so-called "industrials" dismiss the idea that wages shall be based on the strategic position of workers in certain occupations, to enforce their demands. There must be more thinking in terms of the common interests of the whole people, and there must be a freer movement between those engaged in the different occupations. There must be less effort given to plans for adjusting business thru the exercise of main strength. We must liquidate management in many industries, for thousands of corporation officials are totally inefficient. We must engage in research, and discover ways to improve the methods of production, so that there will be more for us to divide among ourselves.

Steady Not Rapid Recovery

It is trite to assert the business depression will soon end. All true Americans are optimists at heart. On the other hand, we only deceive ourselves and accomplish no good when we say the recovery will be rapid. Settling the question of the German Reparations will help, but fundamentals are far from being right, and no one should entertain the delusion that we can start a little boom all by ourselves over here in North America.

What we need is not "Hooray Optimism," but clear vision, patience, courage and a saving sense of humor—the last being the greatest. We must laugh with and not at our fellow creatures, and we must remember that one touch of humor makes the whole world grim. A man will acknowledge he has a bad temper or perhaps a sensitive disposition, but did you ever hear a man confess he has no sense of humor. These are times when tact is also necessary. The difference between a man with tact and one without may be expressed in this way. The tactful individual in trying to put a bit in a horse's mouth will tell him a funny story. The man without tact will get an axe.

Morning Session---Thursday, May 12.

PRESIDENT HERR: Before we start on the routine business, I am going to read a few telegrams and communications that we have received. (The Chairman thereupon read several telegrams and communications.)

The following telegrams were read:

*American Booksellers' Association,
Atlantic City, New Jersey:*

THE AMERICAN FAIR TRADE LEAGUE SENDS CORDIAL GREETINGS AND WARMLY APPRECIATES CO-OPERATION OF AMERICAN BOOKSELLERS' ASSOCIATION IN CAUSE OF HONEST MERCHANDISING AS EMBODIED IN STEVENS-KELLEY STANDARD PRICE BILL. WE ARE GAINING STEADILY BY PUB-

LIC EDUCATION, BUT VICTORY CAN ONLY BE WON BY CONTINUANCE OF EARNEST INDIVIDUAL WORK.

Edmund A. Whittier,

Secretary-Treasurer American Fair Trade League.

President, American Booksellers' Association, Atlantic City, New Jersey:

BEST WISHES FOR A ROUSING CONVENTION. HOPE PROGRESSIVE WORK OF BOSTON AND PHILADELPHIA DELIBERATIONS WILL BE DUPLICATED AND SURPASSED. BOOK AND PUBLISHING TRADE TO BE CONGRATULATED ON SHOWING OF BUSINESS TO THIS DATE FOR NINETEEN TWENTY-ONE, THE YEAR OF READJUSTMENT. REGRET EXCEEDINGLY CAN NOT BE WITH YOU FOR THIS CONVENTION, BUT FIRM FULLY REPRESENTED.

Alexander Grosset.

On motion of Mr. Kidd, duly seconded and unanimously carried, the following telegram was ordered sent:

Findlay I. Weaver,
Toronto, Canada:

THE AMERICAN BOOKSELLERS' ASSOCIATION CORDIALLY WELCOMES INTO FULL MEMBERSHIP OF THE BOOKSELLING PROFESSION THE NEWLY ORGANIZED CANADIAN ASSOCIATION. THANK YOU FOR YOUR FRIENDLY GREETINGS. ANY SERVICE OR CO-OPERATIVE HELP THAT AN OLDER BROTHER CAN GIVE IS YOURS TO COMMAND. MAY YOU LIVE LONG AND PROSPER.

American Booksellers' Association.

On the chairs this morning you will find a new edition of the Association membership list. This is not the same one that was mailed out a month or so ago, but this contains in addition all the names that have been added up to last Friday. We will either get out a supplement or a new edition of this list as soon as the membership drive in connection with the convention is closed up. It is our purpose to keep the roster up to date now, so that all members will know who their fellow-members are.

Before we take up the report of the Resolutions Committee, I might say that there have been a number of cities which have invited the Association for their next convention. If there is anyone who wants to personally voice an invitation, I will give them the privilege of the floor before we take any action. We have had invitations from Montreal, Washington, New York City, and Jacksonville, Fla., but we turned all communications over to the Resolutions Committee. I thought that if any of the members would like to extend a personal invitation, I would give them the opportunity now.

MRS. WATSON: Mr. President, I would like to see the next convention in Chicago. It is a book center. Many publishers are there, and I think it would be a great advantage to have the convention there.

PRESIDENT HERR: I don't believe we have had an invitation from Chicago. We had a convention in Chicago about seven or eight years ago.

We will proceed now to the reports of Committees. Is the Auditing Committee prepared to report?

MR. KEMP: We have prepared no written report, but I will be very glad to report extemporaneously, that we found the Treasurer's book correct in every respect, and that his report that we had Liberty Bonds for \$1000 and three Certificates of Deposit for \$1000 and the Cash Balance of \$1132.15 absolutely correct.

PRESIDENT HERR: You have heard the report of the Auditing Committee. What is your pleasure?

A MEMBER: I move that it be accepted. (This motion was seconded.)

PRESIDENT HERR: It has been moved and seconded that the report of the Auditing Committee be accepted. Are there any remarks? All in favor of it will say "Aye," opposed "No." So ordered. Unanimously carried.

I want to proceed with the report of the Resolutions Committee, but before we proceed, Mr. Shields of Denver who was very successful in the membership drive is going to tell you a little bit of how he worked.

PRESIDENT HERR: We will now have the report of the Nominating Committee.

MR. H. S. HUTCHINSON: Mr. President, I present the report of the Nominating Committee:

For Members of the Board of Trade for three years:

W. H. Arnold, New York.
Charles E. Butler, New York.
D. B. Browne, New York.
George W. Jacobs, Philadelphia.
Louis A. Keating, Syracuse.

For President:

Eugene L. Herr, L. B. Herr & Son, Lancaster, Pa. (Applause.)

1st Vice Pres.:

S. D. Siler, New Orleans, La.

2nd Vice Pres.:

Marion E. Dodd, Hampshire Book Shop, Northampton, Mass.

3rd Vice Pres.:

Whitney Darrow, Charles Scribner's Sons, New York.

Secretary:

Belle M. Walker, *The Bookseller and Stationer*, New York.

Treasurer:

John G. Kidd, Stewart & Kidd Co., Cincinnati, O.

PRESIDENT HERR: You have heard the report of the Nominating Committee. Before I ask for a motion I want to say that I came down here with a very settled conviction in my mind that one year was long enough for anyone to serve as president of a national association and that I really did want to be relieved, but I could not seem to persuade the Nominating Committee to see it that way. If it is your desire to have me serve you another year, I will do the best I can. It is a great honor—I have felt it—and also a big responsibility. What is your pleasure with this report?

(It was moved and seconded that the report of the Nominating Committee be accepted.)



JOHN G. KIDD, RE-ELECTED TREASURER OF A. B. A.

PRESIDENT HERR: It has been moved and seconded that the report of the Nominating Committee be accepted. All those in favor will signify same by saying "Aye." Those opposed? So order. (Unanimously carried.)

As there are no contests, will some one please make a motion for some one to cast a ballot?

MR. CHARLES E. BUTLER: I make a motion that Mr. Hutchinson be instructed to cast one ballot. (This motion was seconded.)

PRESIDENT HERR: It has been moved and seconded that Mr. Hutchinson cast one ballot for the entire list of nominees as made.

I therefore declare these men elected to serve for one year, and in the case of the Board of Trade, to serve for three years. We deeply appreciate the confidence that you seem to have reposed in the present staff of officers.

We will now receive the report of the Committee on Resolutions from Mr. Keating.

MR. KEATING: Before I read these resolutions as presented by your Resolutions Committee, I should like to make an unofficial suggestion to the presiding officer of the convention. Having served on this Resolution Committee for a great number of years, sometimes as its Chairman and many times as just a humble lay member, I want to suggest to the President that in the future he appoint to this committee either a married man who has not his wife with him or an unmarried man, as Chairman of this committee, because it certainly uses up time.

I have delayed reading these resolutions in the hope that our numbers might increase. I notice a very distinct shrinkage in the number present this morning, and it seems to me that if these conventions mean anything at all, that meaning is involved and bound up in these resolutions, or ought to be. If they are not, then the resolutions ought to be supplemented by suggestions from the floor so that the resolutions do represent the spirit and the attaining and the meaning and the hopes and aspirations of the convention.

PRESIDENT HERR: What is your pleasure with regard to these resolutions? Do you want the entire report read thru first and then act on them seriatim, or do you want to act on each one as it comes up?

MR. HUTCHINSON: I suggest that they all be read thru and then we will act on them separately.

PRESIDENT HERR: If there is no objection, we will read them all thru and then act on them seriatim.

(Thereupon Mr. Keating read Resolutions Number 1 to 13, and after this reading they were taken up separately for action and discussion as follows.)

Resolution No. I.

WHEREAS, a new spirit of optimism and aggressive merchandising purposes have characterized and dominated the last several conventions, and whereas we recognize an urgent and compelling need to increase our numbers and increase the value of our efforts and multiply our efficiency,

RESOLVED, That an intensive campaign be started to build our membership up to 1000 members during the next year, adopting as our Slogan "1000 by May 1st, 1922." This

campaign to be planned and conducted by a committee of six appointed by the President.

PRESIDENT HERR: Its adoption has been moved and seconded. Are there any remarks? (Unanimously passed.)

MR. KEATING: I am not sure but that that remark of the President really expresses pessimism on his part, I hope it does not, I believe it is possible to have a thousand members. And it seems to me that if some of these other resolutions; namely, that matter of keeping in touch between conventions is carried thru, and the matter of training book clerks is carried thru, we ought not to have any difficulty in obtaining a thousand members.

A MEMBER: How many members have we now?

PRESIDENT HERR: 382 now. Our membership at the last time of the convention was 263. I might incidentally mention that Mr. Kidd has cleaned the books of all dead wood, that is, the membership is absolutely *bona fide*, paid up, and the membership has increased since the time of the last convention to 382, and the intensive effort was directed largely just in the last three or four or five weeks.

I am not pessimistic about the proposition at all, and I think it is a fine ideal to drive for. I have some people in mind right now that will help put it across.

MR. ESTERBROOK: May I say a word about that? I have a suggestion to offer that that campaign be started immediately at the close of this convention. In fact, it should be started right now and continue for 365 days, one solid year, and let every man and woman who is a member of this association pledge himself to go out and work real hard to build up our membership to one thousand. I know it can be done. What we need is numbers to give us power and strength and influence. We can go before the publishers with our problems and they will co-operate with us closely, and I believe we should get to work right now.

Let every man and woman here to-day pledge himself to start to work when he gets home and get at least five members. It seems a long distance to one thousand, but I believe it will be easy if we all put our shoulders to the wheel. I'd like to see some real enthusiasm in the discussion. (Hearty applause.)

PRESIDENT HERR: Mr. Esterbrook has sounded a keynote for what should be the definite and constructive policy for this organization for next year—that is to make this organization strong, forceful and representative. I propose right now to start that campaign, and I am going to ask everybody in this room who is willing to co-operate. (Everybody rises.)

PRESIDENT HERR: That is something like the showing of hands at a revival meeting. I thank you heartily. We are going to count on everyone to bring in at least one or two.

A MEMBER: Make it five.

PRESIDENT HERR: No. Each one should bring in two. Every present member of the Association must bring in two more to bring us up to a thousand.

MRS. SHERWOOD: It seems to me that in order to get members for this association, we should first have local organizations. I was astonished yesterday when I talked to a number of out-of-town people here to find that we have no local organizations, even in cities such as Chicago. There are very few of the smaller cities that have local organizations. Once we have local organizations, the larger organization need not worry about membership. I have talked with a number of people from the smaller towns who are willing to start such organizations. I wish the time would be afforded for a few moments for Miss Jenison, president of our Women's National Book Association, to say something about what the Women's National Book Association has done in this connection, and if we can have a local organization in every town I think it would be one of the greatest things to advance bookselling in America that I know of.

MR. REILLY: I'd just like to set the members right on Chicago. Last fall, the Chicago Booksellers' League was organized. It has now a membership of over eighty. Frank M. Morris, one of the oldest bookmen in Chicago is the president and the meetings have been enthusiastic.

And I want to supplement Mrs. Sherwood's suggestion, in which I am in thoro accord. I believe that if the proper committee of this association would formulate a plan for state organizations, such as exist in Illinois, we would accomplish more than in any other way.

I attended last week the Sixth Annual Meeting of the Illinois state organization of stationers and booksellers at Rock Island. There were, I should say, an average of eighty people present at the business sessions, and 150 at the dinner. In comparison with the total number represented by the National Association, that certainly is a very creditable showing. If you had state organizations thruout the country and those organizations sent delegates to the national meeting once a year, you would reach the whole country in the best way.

PRESIDENT HERR: Mr. Reilly, can you tell me—I was invited to that convention and could not go—do you know whether they took any action on the matter of affiliating with this association? They were asked to affiliate and to send a delegate. Nobody has come down.

MR. REILLY: I can only say as to that that the resolution was read and adopted, which was a sort of a cross. They did not authorize the association to send a delegate or delegates, but they did say that if any member of

the association would attend he would be armed with proper credentials.

MR. BUTLER: The last administration worked very strongly in the direction of state organizations and we went so far as to have a Constitution made and provided that would be suitable for all such organizations, and our plan and purpose was that such organizations should send delegates to the convention whose expenses should be paid.

We have one in New York State, but I am sorry to say that not much progress has been made in that direction, but we had committees in the various states. Unfortunately the administration was rather weak in not pushing it to its proper termination. I think if we undertake that now and carry it out it would be the best method that we could take. I agree entirely with Mr. Reilly.

MISS JENISON: I am always a poor expositor of others' thoughts. Is it Mrs. Sherwood's idea to say that the woman's organization has a program which we think might be of assistance in this emergency? The Woman's National Book Association, as you know, is based upon the idea that we cannot isolate booksellers, that everyone who has to do with the making and selling of books belongs in a group and should act accordingly and the problem seems to be with booksellers that in so many of the cities and smaller towns especially there are not enough booksellers to make any sort of a group. It seemed to us that there might be, in small towns, where there are perhaps only two booksellers, a group formed to include not only booksellers but librarians and the woman's clubs, and any other delegates who could join such an organization, and the Woman's Book Association would like to ask for volunteers to organize such.

Could we have five women who would offer to make an attempt at such a group in their own community as a test case. The woman's page which we have in both the PUBLISHERS' WEEKLY and the *Bookseller and Stationer* would record their doings and how their ideas were progressing, and we would also be very glad to send you any suggestions that we can, and then have you send a delegate here back next year telling how you progressed.

I wonder if there are five women here who would volunteer to get together a group of people, not upon the basic idea of bookselling, but upon the basic idea of furthering the delight of reading and the power of books, who would come back next year with the report of how this idea worked out.

Now, I cannot set this forth as I should like to, because that is not my idea, but if we start it, it can grow. Mrs. Watson, will you?

MRS. WATSON: It seems to me a good idea. Duluth is a small city, and I only mention it because there are a lot of women that buy books, and it is very significant because if

we get those people to realize the importance and the rest of it, they would spend the money for books. We have had a very successful season.

In regard to this organization, if you reduce the actual number of people interested in books to our shop and perhaps one other which carries a great many other lines—and yet they do sell some books—I thought that if we could—

MISS JENISON (Interrupting): You must have powerful woman's clubs there.

MRS. WATSON: Yes, we have, but we want to interest men as well as women.

MISS JENISON: You must have librarians and women writing advertising copy?

MRS. WATSON: We also have authors and have printers.

MISS JENISON: Won't you for this year, Mrs. Watson, make an attempt at this, during the next year?

MRS. WATSON: Yes, I will.

PRESIDENT HERR: I am sorry, but we will have to stop the discussion now and return to the second resolution.

Resolution No. II.

WHEREAS, This convention has been marked by many notable and inspiring addresses, and whereas, the efforts of the various committees of arrangement have been signally successful in making this convention memorable measured in terms of Inspiration, Comfort, and Entertainment, and whereas, much of this has been made possible by the generous support of the following publishers:

Henry Holt & Co., Harper & Brothers, Harcourt, Brace & Co., Ronald Press, A. A. Knopf, Inc., A. L. Burt Co., Grosset & Dunlap, Reilly & Lee Co., Century Co., D. Appleton & Co., Dodd, Mead & Co., Frederick A. Stokes Co., E. P. Dutton & Co., Little, Brown & Co., Funk & Wagnalls, Cosmopolitan Book Corp., George H. Doran Co., Houghton Mifflin Co., Doubleday Page Co., G. P. Putnam & Sons, Charles Scribner's Sons.

RESOLVED, That we extend to these publishers, speakers and members of the various committees our heartiest appreciation and thanks.

AND FURTHER RESOLVED, That to the management of the Hotel Traymore, and especially to Mr. H. B. Montgomery, thru whom arrangements for housing the convention were made, we express our sincere thanks for the many courtesies and considerations that have made our stay pleasurable and profitable.

AND FURTHER RESOLVED, That we thank The Macmillan Company, Harper & Brothers, Dorrance & Co., Barse & Hopkins

Co., Little, Brown Co., The Medici Society of America,

who have generously contributed souvenirs for distribution at the banquet, and that the Secretary be instructed to officially convey the spirit of these resolutions to the individuals and firms as enumerated above.

PRESIDENT HERR: Are there any remarks?
(Carried unanimously.)

Resolution No. III.

WHEREAS, Generous assistance was rendered our Publicity Committee by the editorial and advertising departments of the "Publishers' Weekly," "The Bookseller & Stationer," The Baker & Taylor "Bulletin," and others, in increasing the extent and value of the efforts of our Publicity Committee,

RESOLVED, That we place on record this recognition of their services.

(It was moved and seconded that this resolution be adopted, and unanimously carried.)

Resolution No. IV.

WHEREAS, a resolution was adopted in 1919 at the Boston Convention and reiterated in 1920 at the Philadelphia Convention urging upon all Publishers adoption of a minimum discount of 1/3 and 5% on all orders, and, Whereas, many Publishers have met this request and have granted this discount, while others have not done so,

RESOLVED, That every bookseller be urged to press this matter of discounts individually with all publishers in an effort to obtain a minimum discount of 1/3 and 5% on all orders including pick-ups from all publishers.

AND FURTHER RESOLVED, That where this discount is granted suitable recognition and appreciation upon the part of the bookseller should be demonstrated in closer co-operation and effort.

(Adoption moved, seconded and unanimously carried.)

Resolution No. V.

WHEREAS, Our own Bob Anderson shares front rank with Bill Shakespeare in the field of the dramatist, and as an historian of particularly prophetic instincts has crowded H. G. Wells off the front page,

RESOLVED, That a private performance of "Thirsty Eva the Booksellers' Daughter" be given for the benefit of those publishers who have not yet come across with a minimum discount of 1/3 and 5%.

(Adoption moved, seconded and unanimously carried.)

Resolution No. VI.

WHEREAS, The Board of Trade has had difficulty in carrying on its functions, owing

to the fact that many of its members reside outside of the City of New York,

RESOLVED, That the Board be authorized to appoint six alternates residing in or near the place of meeting to act in the places of members who may be absent.

(Adoption moved, seconded and unanimously carried.)

Resolution No. VII.

WHEREAS, Since our last meeting there has been organized an association of book publishers for the purpose of working for sound publishing conditions in United States and promoting the cause of bookselling, and, whereas, retailers are fully aware of how much a trade gains by facing its problems with a united front and common enthusiasm,

RESOLVED, That the A. B. A. sends the greetings of this convention to the executives of the National Association of Book Publishers expressing its feeling that this completion of book-trade organization means an important advance in book-trade prosperity and progress.

MR. BUTLER: I would amend that to ask that the National Association of Book Publishers be requested to appoint a committee to work in conjunction with our Board of Trade. (This motion was seconded.)

MR. BUTLER: That has been asked of them by letter.

MR. MELCHER: It would require a revision of the Constitution of the National Association of Book Publishers for them to appoint a committee to discuss discounts. Therefore, it might work against the very thing that you want. I doubt whether they would revise their constitution under which the members came into the organization.

MR. BUTLER: I might say in that connection please, that the desire of the Board of Trade is not essentially the making up of a question of discounts, but other trade matters. There are many things that we want to clear up between the publishers and booksellers, as the president of the National Association of Book Publishers acknowledged and hoped would be accomplished. I think that we ought to emphasize that point.

MR. HUTCHINSON: It seems to me that matters of this kind should go before the Executive Committee as they naturally would, rather than before the Board of Trade, and I think that this amendment should not prevail.

MR. BUTLER: May I say in that respect, that according to the Constitution, all trade matters are left to the Board of Trade. Now, is the Executive Committee going to work on one side and the Board of Trade on another? They will surely come in conflict. It will hamper the efforts of both.

PRESIDENT HERR: For your information, I might read the Third Section of the Fourth Article of our Constitution, stating the powers of the Board of Trade: "The duties of the Board of Trade shall be to handle all matters bearing on retailers' relations with publishers, jobbers and others handling books, introducing and carrying out in co-operation with them such reforms as would tend to the improvement and bettering of bookselling in the United States, and to take up such matters as shall be committed to it by the Association or Executive Committee."

I believe Mr. Butler's point is well taken as to the powers and authority of the Board of Trade.

Are there any further remarks on this addition to the resolution? I might say, speaking from the Chair, that while it would be desirable to continue our efforts to get a committee from the publishers, we cannot make it a *sine qua non*, because, as Mr. Melcher has pointed out, their by-laws prevent such a thing, and I don't know whether any point is to be gained by including it in the resolution.

MR. BUTLER: Pardon me for interrupting you there. I want to say to Mr. Melcher that the Constitution of the National Association of Book Publishers will prevent the association from taking up the question of discounts as a body, but not individually. What we want to do is to place before the publishers as a whole the need of better discounts, better trading, and many other efforts on the part of the booksellers, and then take up individually as we have been doing the question of discounts. Their Constitution prevents them from doing it as a collective body. Individually, there is no trouble.

MR. MELCHER: As the secretary of the Publishers' Association, I want to say that there have been two matters brought to us from this organization. One was the question of a joint publicity campaign, and if there has not been evidence of whole-hearted co-operation from the publishers on that, I don't know what kind of evidence can be expected. The only other question brought to the Association thru your Board of Trade last year had to do with the matter of discounts. But, because previous publishers' associations had had difficulty because of having to do, with the setting of retail prices or the regulation of trading conditions, the members have now joined with the specific provision that these matters are not to be acted on.

It cannot be entertained, but on any other matters outside of that field, you will receive their whole-hearted interest and support, and my objection to that amendment is merely that it seemed to suggest that there has been any tendency on the part of the publishers to hold away from co-operation, whereas no such tendency has been in evidence.

MR. TRACHT: Mr. President, the amendment seems to be entirely unnecessary. I believe that the publishers are open-minded and will receive any communication from the Board of Trade without our suggestion that they appoint a committee. Let the president of the Publishers' Association determine that if it is necessary. I am not in favor of the amendment.

PRESIDENT HERR: Mr. Keating, will you please read the original resolution again and then will you take the Chair for a minute please?

(Mr. Keating thereupon took the Chair.)



DETROIT COMPETITORS KEEP ON FRIENDLY FOOTING
WALTER MCKEE OF SHEEHAN'S AND MRS. A. G.
MORRIS OF J. L. HUDSON CO.

PRESIDENT HERR: On this proposed addition to the resolution I should like to say that I scarcely think that it is necessary that it should be added. The phraseology of the resolution as originally proposed seems entirely adequate. I want to say from the standpoint of co-operation that our experience last year with the publishers before their association was formed, in attempting a national co-operative advertising campaign made us feel that there was every effort on the part of the publishers to-day to co-operate with this association in every way possi-

ble. I believe the way is still open to approach them as an association on every matter except from the standpoint of discount. And as you will recall from what I read from the by-laws, the Board of Trade has ample authority to approach the publishers individually or as an association on any of these matters that they choose to take up, and that they have the power to endeavor to persuade the publishers to form such a committee if they can, but I see no reason for adding the proposition to the resolution as it stands.

(At this point Mr. Herr resumed the Chair.)

(Question was called for.)

PRESIDENT HERR: The question is on the amendment or addition to the resolution, that the National Association of Book Publishers be requested to appoint a committee to act in conjunction with the Board of Trade. Are you ready for the question? (It was lost.) Now, we revert to the original resolution. (Its adoption was moved, seconded and passed.)

Resolution No. VIII.

WHEREAS, The Children's Book Week and the Year-Round Bookselling Plan have been wide-reaching in their influence and have stimulated booksellers, the Libraries, Public Schools and other educational factors to new and more aggressive efforts to promote a wider personal interest in the reading and owning of books,

RESOLVED, That we express our hearty appreciation at the effort made and pledge our heartiest support and co-operation toward expanding and continuing this effort.

AND FURTHER RESOLVED, That this Association contribute \$1000.00 from its treasury to support this work as an earnest expression of our continued conviction that more aggressive action to enlarge the book market and reach the non-book readers should be undertaken by co-operative effort of the producers, the publishers.

MR. BUTLER: I move its adoption. (This motion was seconded.)

MR. HUEBSCH: Would you mind telling us who constitutes the committee that is spending this money to which we are contributing \$1000.00.

MR. MELCHER: The committee in charge of the Year-Round Bookselling Campaign was organized by a meeting of sales managers and others interested in book distribution in New York last December. The committee that they selected, of which I have served as Chairman, has consisted of eight people: F. A. Clinch, of Appleton; Whitney Darrow, of Scribners; H. B. Earl, of Doubleday; F. L. Reed, of Grosset; Harry F. Hull, of Dodd, Mead; W. R. Richardson, of Harpers;

Harry Sully, of Charles E. Graham & Co., with Miss Marion Humble as executive secretary.

The committee was given power to expand as more members were needed and more are about to be added for this second six months.

I would say that for the Children's Book Week there will be appointed as heretofore a very much large special committee. The plan in mind for the next six months is to raise \$7500.00, of which \$4000.00 is on hand.

(Question was called for, and the motion was carried unanimously.)

Resolution No. IX.

WHEREAS, Attention has been directed in many interesting papers and discussions in this convention to the advantages and need for a trained salesforce, and, whereas, this can be accomplished by intelligent effort on the part of the booksellers or department store book managers,

RESOLVED, That an intensive and constructive program be planned by a committee on The Training of the Sales Force and sent to every bookseller in the United States.

THE CHAIRMAN: You have heard the resolution, what is your pleasure?

(Motion was made and seconded that it be adopted.)

MR. MELCHER: I think there is another resolution which is closely related, the matter of bookstore cost keeping and other systems. It seems to me that those two should be read together, altho perhaps the one embodied in this is more important.

Would it not be possible, and would it not give us a very concrete work to do if we could in some way join these two constructive proposals and connect them with our membership work. Not relying only on those cities where there are leagues and organizations, and not relying entirely on the national organization, but in cities where there might be three, five, ten booksellers, if the president can appoint a local representative, he or she could be the person on the spot who would talk up this material when we have it out, and present it as a reason for becoming a member, also bringing back to the central organization such suggestions as would come from that local place.

I was very much interested in the paper that was read about cost keeping and store methods and if that question can be brought up later, I'd like to suggest that there are methods of accounting being handled in other associations and businesses besides ours in a very practical, helpful way. One of our members, who represents the U. P. C. Book Co. of New York, has been instrumental in issuing to the hardware people an admirable pamphlet on how to keep retail accounts. He has very kindly brought copies of that here, and it is available to any one of the delegates that wishes to have it.

It is in very concrete shape, and could be very quickly connected up with our own trade. Besides that, the National Stationers' Organization has prepared an outline of business forms, as many of us are stationers as well as book-sellers, and some correlation of these efforts would be advantageous.

PRESIDENT HERR: Did you make that as an amendment?

MR. MELCHER: I believe this could supplement the other resolution, with a committee to cover both these things. I cannot see how else we can bring this discussion together.

MR. SCHENCK: It seems to me that these two matters should be treated in separate resolutions. I am in hearty sympathy with the resolution just presented. It seems to me that there has never been a program for the training of salesmen equal to that presented by Mr. Esterbrook a few years ago. It was a very, very able paper written from a very practical experience, and if we can re-adopt that address and supplement it with the proper forms that we could have no better material for such a campaign as is suggested.

PRESIDENT HERR: Is it your wish to add anything to this resolution by amendment, or do you want to take it up as a supplementary matter?

MR. KEATING: Mr. President, if this material is in concrete form, it seems to me that one committee might handle both of those propositions, and that an amendment to this to include this other matter under the work of this committee would be sufficient.

PRESIDENT HERR: Do you offer that as an amendment?

MR. KEATING: I do.

MR. BUTLER: If the material will be published in full in the PUBLISHERS' WEEKLY, calling the attention of the booksellers all over the country to it, and urging them to read it and study it carefully it would prove of great benefit.

PRESIDENT HERR: It would appear in the PUBLISHERS' WEEKLY and the *Bookseller and Stationer*.

MR. KEATING: It was the thought of the committee that a resolution calling for a monthly bulletin would lend itself to promoting just these very ideas.

PRESIDENT HERR: It will, It will give us stuff for the Bulletin, too. If the Association is willing to leave that matter in the hands of the Executive Committee, I think it can rest assured that it will be taken care of. If we get out this bulletin, we will be only too anxious to have material to keep it going, and I think you can rest assured that all this kind of material will be used. If there is no ob-

jection, we will add that suggestion to the other resolution, to include the cost keeping system under this committee.

MR. BRENTANO: I make a motion that this entire matter be left to the discretion of the Executive Committee.

PRESIDENT HERR: If you don't object, we will let them put it right in the resolution, and it will go back to the Executive Committee to act upon. Thank you very much.
(There was no objection.)

Resolution No. IX. — 2nd Section

AND FURTHER RESOLVED, That this Committee shall also consider and present the matter of a uniform cost system.

MR. VON GOGH: I want to say that the U. P. C. Book Co. of New York is now publishing a little pamphlet called *Retail Dealers Turn-Over* and if any of you desire to have a copy, we shall be glad to send you a complimentary copy.

PRESIDENT HERR: Will you please make note of that and write me about it?

MR. CROWELL: In view of the fact that I suggested this cost keeping resolution I should like to make one comment on it, so that the Executive Committee may proceed perhaps more intelligently than they would otherwise. I was instrumental in securing Mr. Eggleston for our speaker thru Mr. Pfeifer of Appleton's. I was instrumental in getting him to promise to work with any committee the Association might appoint. This paper therefore is not the final system, but should be supplemented with any suggestions that the committee may work over with Mr. Eggleston. I think it is quite important for the Executive Committee to be aware of that fact, so that they proceed with that in mind.

(Question was called for and carried unanimously.)

Resolution No. X.

WHEREAS, It is felt that the Monthly Bulletin issued by the Executive Committee under the direction of our former president, Ward Macauley, was of great help and inspiration in refreshing our memories, between convention times, of the many helpful and practical ideas brought out at the conventions,

RESOLVED, That a Bulletin of this character be issued monthly by the Executive Committee.

(Its adoption was moved, seconded and unanimously carried.)

Resolution No. XI.

WHEREAS, It is a demonstratable fact from our past experience that many of the best efforts and constructive ideas promulgated in our conventions are lost, seemingly never brought to effective fruition, and where-

as, It is evident that some earnest and effective method should be adopted to secure wide and thoughtful consideration and discussion of the convention proceedings and the adoption of the best ideas here advanced,

RESOLVED, That the Association offer prizes for the best articles contributed to and published in the "Publishers' Weekly" and "Bookseller and Stationer" summarizing the constructive elements of the addresses and discussions of this convention, and offering the best suggestions whereby these constructive ideas may be put into practice and our organizations more closely knit, said prizes to be open to anyone connected with retail bookselling; and said prizes to consist; first, for the best article submitted and published between May 15th and October 1st the entire railway and hotel expenses involved in attendance at the next annual convention, and for the second best article submitted a free membership in the Association for the ensuing year,

AND FURTHER RESOLVED, That for the best article submitted and published between October 1st and February 1st, similar prizes be awarded.

(The adoption was moved, seconded and unanimously carried.)

PRESIDENT HERR: How many are going to try for that free trip,

MR. KEATING: I am. [Laughter.]

PRESIDENT HERR: This is a matter which will call for the co-operation of all of you in bringing it to the attention of those people who might be interested, and it should serve to get the report of this convention thoroly read and digested by a great many people who otherwise might pass it up.

MR. BUTLER: Who will pass judgment on these contests?

PRESIDENT HERR: The Chair will have to appoint a committee.

Resolution No. XII.

WHEREAS, We have learned with great interest and pleasure of the recent organization of the Association of Canadian Booksellers, and whereas, This organization provides a channel for developing and cementing the friendly relations between American and Canadian booksellers,

RESOLVED, That we extend to the Canadian Association our fraternal greetings and congratulations.

AND FURTHER RESOLVED, That we cordially invite its members to meet with us at our next convention, and that this invitation and salutation be duly forwarded by the Secretary.

(Adoption was moved, seconded and unanimously carried.)

MR. KEATING: Before reading the last resolution, I want to say that your Resolution Committee, represented by Mr. Esterbrook, Mr. Tracht, Miss Cummings, Harry Korner, Ralph Wilson, C. R. Crowell and Hugh Shields, must have been exceedingly efficient, as I never knew so many radical resolutions to go thru with so little questioning.

Resolution No. XIII.

WHEREAS, An invitation has been received from representative booksellers in Washington, supplemented by an invitation from the Washington Chamber of Commerce, to hold our Convention in the National Capitol, and whereas, many delegates have expressed to your committee approval of this idea,

RESOLVED, That we recommend Washington, D. C., as the place for our 1922 convention. [Hearty Applause.]

(It was moved that this resolution be adopted. Seconded.)

MR. HULINGS BROWN: I just want to say before this resolution is passed that some time last March it was suggested to me by one or two men in the trade that in the question of our next convention, that Montreal would be a very attractive place. [Applause.] I took it on myself to correspond with a great many of the officials and important men in the Association and received quite a little cordial support in the idea. I then furthermore communicated with the people at the Windsor Hotel to find out about their accommodations and things of that kind, and I received a very extensive letter showing that the place is very well situated for holding conventions, and that they were of course naturally very anxious that we should decide to come up there.

Well, I had a good deal of ammunition ready to start in the way of propoganda, etc., but when I came here I found that the Washington question was before the convention, and there was a good deal of strength for it, and the gentlemen who are favoring that had very good reasons, as it is a delightful place, and all that; so I rather withdrew, but before it passes, as I hope the resolution will pass, I just want to say that owing to the fact that the Canadian Booksellers' Association has been formed, I think it is well for us to have the idea of Montreal in mind. Personally, I should like to go there next year, but I bow to the will of the others.

But it is a good thing if we should go up there another year with the Canadian Booksellers' Association formed and grown stronger as I hope it will be. So, tho I had really made up my mind to put a rather strong opposition to Washington and back up Montreal, perhaps it is not wise, and I am a

little premature, but it is a good thing to think over. [Hearty Applause.]

(Question was called for and passed un-animously.)

MR. KORNBAU: In 1926, the sesquicentennial celebration of the Declaration of Independence will take place. I'd like to extend an invitation to the Association that the convention be held there, and I'd like to have it in the minutes as a matter of record. [Applause.]

PRESIDENT HERR: I think the convention owes a very deep vote of thanks to the Resolutions Committee for the most admirable series of resolutions that have been presented. The fact that they have been carried without amendment indicates that they have felt the pulse of the convention well. I personally know that they worked hard almost all day yesterday and a while this morning phrasing them, and I'd be very glad indeed to recognize a motion of thanks to the Resolution Committee for their efforts.

(A motion was made to that effect. Seconded and unanimously carried.)

MR. KEATING: Mr. Chairman, we agree with everything you have said. [Laughter.]

MR. BUTLER: I move that a vote of thanks be given to the Entertainment Committee that got up the play last night. I think they ought to have our hearty thanks because we all enjoyed it.

(This motion was seconded.)

PRESIDENT HERR: It has been moved and seconded that a vote of thanks be given to the Entertainment Committee for the delightful high-browed drama which was presented so artistically last night. (Unanimously carried.) [Applause.]

MR. KIDD: Mr. President, I should like to make a motion that we thank the ladies for their very interesting costume dance here on Tuesday night.

(Seconded and passed amidst applause.)

MR. KEATING: Mr. Chairman, I'd like to speak on the excursion rates a moment. It seems that there was a general misunderstanding. This is the first year we have ever considered ourselves large enough to ask the railroad for a regular convention arrangement on the ticket. It does not mean much to those who come from nearby towns, but I think it ought to be emphasized at this convention, so that you may remember next year that, while it does not mean much to the nearby points, it means a very considerable amount running into a really large sum to those who come from a great distance. About 275 have brought in certificates while we needed 350. There are more than that number here. Those who live near-by would make it much easier for those who live at a distance to attend by just going to that lit-

tle extra trouble of asking for a convention certificate. It is too bad we did not reach our number this year.

PRESIDENT HERR: I am going to appoint a Membership Committee, as authorized by the first resolution, right now. They will have a chance to get together before they leave Atlantic City and formulate plans for this new intensive drive. They will of course be at perfect liberty to use the material provided by this initial drive. I am going to name as the Chairman of that Committee our very efficient and enthusiastic Secretary, Miss Belle M. Walker. [Applause.] I know this matter is very dear to her heart. And the remainder of the Committee are John G. Kidd, Miss Jenison, Joseph Esterbrook, Frank Reilly, S. D. Siler.

If Miss Walker wants to call a meeting of that committee before they leave Atlantic City, she can call it whenever she wants to.

MISS WALKER: Miss Walker would like to appoint on the Committee Mr. Shay to help get members.

THE CHAIRMAN: You have authority to appoint anybody else you want to.

MR. BRASELMAN (of Philadelphia): I'd like to announce that I have already begun to work, and I have secured one new member. [Cheers and Applause.]

PRESIDENT HERR: I want to announce a meeting of the Board of Trade for organization immediately at the close of this meeting. All members of the Board of Trade will please attend.

Has anyone else any other matters to bring before the convention before we adjourn?

MR. BUTLER: Mr. President, I think it would be in order to thank the present administration and all those connected with it for bringing about this successful convention that we have held in Atlantic City, and I move that a rising vote of thanks be given.

(This was seconded.)

[Applause, everybody rising.]

PRESIDENT HERR: I want to thank everybody in the Booksellers' Association, especially those people who have worked on this committee, for the whole-hearted support that they have given their officers, and I commend the same spirit about one hundredfold renewed for next year.

If there is no further business, I am ready to receive a motion to adjourn.

(It was moved and seconded that the meeting adjourn. Unanimously carried. Whereupon, at 12:10 noon, the convention adjourned.)

The Social Features of the Convention

THE thanks of the convention which were extended to the heads of the various committees of entertainment bore more than a perfunctory enthusiasm when passed at the business session. At no convention of the Association have there ever been more carefully worked out plans for the entertainment, and these were carried out under the difficulty of having the convention held at a place where there was no local committee which could take care of the details.

A very long mark of credit for the success of all the various features of entertainment was accorded by everyone to Whitney Darrow, of Charles Scribner's Sons, who had shown such extraordinary executive ability and enthusiasm in making all the different events diverting, different and carefully fitted into the general program. Hotel accommodations had been most carefully arranged,

and the choice of a hall high above noise and confusion, showed admirable planning. David O'Connell had taken charge of a special train from New York which came down on Monday afternoon—two cars full—and a large part of those who came to the convention registered at the Traymore, thus giving a great concentration to the attendance.

The dance on Tuesday evening had been put in charge of Miss Alice Dempsey, of Gimbel's, as representative of the Women's National Book Association. The inimitable play on Wednesday night was in charge of the travelers, with Robert G. Anderson as chief promoter, and the banquet program, under the personal supervision of Mr. Darrow, produced a group of speakers that left nothing to be desired, as well as a menu and incidental diversions that were beyond criticism.

The Costume Dance

THE first feature of the Entertainment Program of the Convention was the costume dance on Tuesday night, which was held in the convention hall on the eleventh floor of The Traymore. This dance had been planned



HARRISON LUESSLER AS "JOHNNIE DINES" FLOOR MANAGER OF THE DANCE

and promoted by the Women's National Book Association as its special contribution to the diversions of the convention, and it proved an occasion enjoyed not only by those who took part in the dancing and appeared in costume, but by all the others of the convention who watched the proceedings.

Thirty or forty different costumes appeared, each representing some book title, and prizes

were awarded by vote of those present. The first prize for men went by enthusiastic vote to Edward Burt, of A. L. Burt & Company, who made a triumphant appearance as "Tarzan of the Apes." It was agreed that Mr. Burt gave indications of biceps and chest expansion that would have done credit to the jungle hero whose books he has distributed in such tremendous quantities. He consented to dispense with his vicious looking club during the dance that followed. The second prize for men went to H. S. Hutchinson, of New Bedford, who impersonated Captain Eri, dressed in rubber boots and slicker.

The first prize for women was awarded to Grace Gage of R. H. Macy & Company for her representation of "Outline of History." This had been achieved by long and arduous planning between herself and the Macmillan Company, whereby all the illustrations of the set had been printed on white satin which had afterward been made into an attractive evening gown. These pictures, the portraits, maps, etc. appeared as clearly as on paper at different places on the gown. The second prize for women was given to "Raggedy Ann" and "Raggedy Andy," but, as there were two sets of these famous dolls on the floor, lots had to be drawn to see which got the prize, and the lot fell to Dorothy Grant and her sister, Sidney Grant. The other doll twins had been impersonated by Mr. and Mrs. Eugene L. Herr. These two pairs of dolls had been among the most diverting features of the show and were among the few that were completely masked, so that the audience did not know who had come in these quaint costumes.

Among other interesting costumes were "Johnny Dines," the cowboy character from Stensons of Light," impersonated by Harrison Luessler. Mr. Luessler acted as floor manager for the dance and manager

of ballots; Theodore Fredenburgh, another Houghton Mifflin traveler, appeared as "The Riding Kid of Powder River." Mrs. Levy in the strange costume of a sign-board supplied amusement and laughter, her sign reading, "Main Street" corner of "Lewis." Madge Jenison, of New York, set many puzzling over her costume of "The Great Desire." Tina Cummings of Buffalo had a delightful costume for "Ramona." Belle Walker appeared as "The Bubble Books," and Mrs. E. C. Burt as "The Thousand Ways to Please a Husband." Josephine Pfanstiehl as "Janice Meredith." A costume of unusual daintiness was that of Ruth Stanley-Brown, who appeared as "Eleanor" from Cabell's "Figures of Earth."

There was considerable interest in the fact that Mr. Shoemaker of Penn Publishing Company had offered a prize of an aeroplane trip for the best costume representing one of the Penn publications. This prize was won by Miss Hubley, of Frederick Loeser's, who impersonated "Hannah Bye." Miss Hubley took her trip in the aeroplane on Thursday afternoon.

The Play

'Eva, the Bookseller's Daughter'

THE much heralded play on Wednesday night proved to be one of the most bright and shining episodes of any recent convention. The Committee which had planned it had secured for the occasion the stage on the Steel Pier, and the convention delegates turned out *en masse* to see the performance.

This heroic tragedy of "Eva, the Bookseller's Daughter" was written by Robert Gordon Anderson of Putnam's, with music by Charles H. Denhard, of Croot and Denhard. There were many suggestions that a repetition of this performance ought to be given in New York in order that many others could enjoy its humor. At the end of the last act the audience gave repeated curtain calls to the cast and insisted on having the author and the composer appear.

The part of Cyrus Overstok, a bookkeeper disguised as a bookseller, was admirably taken by Earle H. Balch of Putnam's, whose change from a timid and bulldozed dealer to a prosperous and lordly merchant was a delicious comment on bookselling conditions. The part of his charming daughter, who worked in the bookstore, was acted by Adam Burger, of Harper and Brothers, whose histrionic powers no one can deny, and the bold errand boy was played with great gusto by John Winters, of the Century Company, who had insisted on disfiguring his features by adding a larger bridge to his nose.

As salesman of vigor and dresser *par excellence* the part of Seymour Sayles could not have been given to a more competent delineator than Melville Minton, of Scribner's, and his transformation in the last act brought

chuckles to all who know his usual selling technique. Guy Holt, of McBride's, took care of the part of the customer and later of the sales manager who became the cringing typist for the prosperous bookseller. Mr. Holt also had the delicious lines of the opening prolog. The rest of the cast, including Knights of the Grip and decrepit publishers, were acted with great enthusiasm.



DOROTHY AND SIDNEY GRANT AS RAGGEDY ANN AND RAGGEDY ANDY

Program of the Play

The Guilty Guild

presents

EVA

THE BOOKSELLER'S DAUGHTER

AN HISTORIC TRAGEDY

in Three Acts

by

ROBERT GORDON ANDERSON

with Music by

CHARLES H. DENHARD

at the

STEEL PIER THEATRE

ATLANTIC CITY

AMERICAN BOOKSELLERS' CONVENTION

May 11, 1921

THE CAST

Cyrus Overstok, *a bookkeeper disguised as a bookseller*EARLE H. BALCH

Eva Spearmint Overstok, *his flavor-lingering daughter*ADAM BURGER

Abie Crapsovitch, *the bold errand boy*..... JOHN WINTERS

Seymour Sayles, *of the Force-Sayles Co., Star Traveler*MELVILLE MINTON

Gallant Knights of the Grip

Fox TrottHOWARD LEWIS

A. SleeperLEON ARCHER

R. E. BatesPHILIP ANDERSON

P. NuckleJAMES MALLOY

Kelley PooleWALTER THWING

CustomerGUY HOLT

Publishers....MESSRS. LEWIS, ARCHER, AND P. M. ANDERSON

Mr. Pinney, *the Sales Manager*....GUY HOLT

THE SCENES

PROLOG.—Guy Holt.

ACT I.—The Overstok Bookstore in Xenia-polis. About 1906.

ACT II.—The Hall of the National Publishers Association.

ACT III.—Overstok Bookshop, 1921.

SONGS

Lyrics by Mr. R. G. ANDERSON.

Music by Mr. DENHARD.

"I'm Only a Bookseller's Daughter".....
Sung by Mr. BURGER

"Travelers' Song"*Sung by THE COMPANY*

"Poor Bookseller"
Chorus by MESSRS. LEWIS, ARCHER, P. ANDERSON, MALLOY, THWING, AND HOLT

"Said Mr. Shakespeare to Harold Bell Wright"
Sung by Mr. BALCH

(The music for this song was composed by Mr. Balch.)

"Under the Rouge They're the Same".....

Sung by MR. MALLOY

"Curtain Song"

Sung by MR. BALCH AND COMPANY

Directors...R. G. ANDERSON AND E. H. BALCH
Musical Directors.....C. H. DENHARD AND E. H. BALCH.

Prompter HARRY SAVAGE

Property Man PHILIP M. ANDERSON

MobALBERT KNAPP

Stage HandsTHE COMPANY

Wardrobe Mistress CEDRIC CROWELL

Undertakers THE A.B.A.

The lyrics for this occasion had lines that captured the fancy of all the audience, especially Mr. Burger's noble ditty on "I'm Only a Bookseller's Daughter" and the more elaborate verses of "Said Mr. Shakespeare to Harold Bell Wright." At the end of the performance the full words of the opera were sold by the official barkers, Messrs. LeGallez and Siddall.

"I'M ONLY A BOOKSELLER'S DAUGHTER"

(As Sung by Eva (Adam Burger))

"I'm only a bookseller's daughter
As unhappy as flapper can be,
For Pa cannot buy what he oughter—
Silk stockings nor fine lingerie.

"I don't ask for Rolls-Royce or Tin Lizzie,
All I want are a few simple duds;
All Dad asks is to be enough busy
For rent and his Saturday suds.

"Folks pay out good cash to the grocer,
The butcher, the brewer, the cook,
You may laugh, but it surely is so, sir,
They hate to plank down for a book.

"They'll beg 'em or steal 'em or borrow;
From libr'y or Womrath will rent;
But it causes them infinite sorrow
To put out for a book one red cent.

"The publishers are cruel and brutal
And stingy with discounts and terms.
They long for our utter and total
Destruction—like so many worms.

"Now if Dad were only a brewer,
Or would sell just a little good hootch,
We could throw all the books in the sewer,
And I'd be wearing silk undies and such!

"Now, ain't it a shame? On the level
How can a noor gurrul be ca(1)m?
With the book business gone to the devil
It's got so it ain't worth a damn!"

Books and Balloons

THE banquet of the convention was featured as the American Booksellers' first annual "circus: a dazzling assemblage of antics and acts, exhibited in the "Subdebmarmine Grill" of the Hotel Traymore, and it bore testimony to the cleverness and originality of Whitney Darrow and a corps of assistants. Four hundred gaily colored balloons (inflated, it was said, by Gallez Gas) floated from as many chairs around tables on the marble terraces of the grill.

Guests were seated quickly to give space for the circus parade which was led by Jim the Gallows, sometimes known as James Le Gallez, of the Philadelphia *North American*. The trained animals were carefully labelled and shrouded. The banquet program was one of the best feats of the whole circus, cleverly announcing all the performers and side-shows and a synchronized menu.

Kenneth S. Clark of the Community Service New York was highly successful in introducing all the guests into the arena, by leading them in to the tune of "Mammy," "Ohe, Liza," "Smiles" and other songs with and without antics.

Elizabeth Spencer, well-known as a maker of musical records, gave several songs between courses of the banquet.

Before the addresses, Mr. Clark successfully put into limericks and sang to a Princeton melody the careers of many of the celebrities present.

"Sing Hey for the A. B. A."

(To the tune of "Princeton Faculty Song")

ORIGINAL PRINCETON STANZA

HERE'S to Andy Eight-Million West,
Sixty-three inches around the vest,
At gathering money he is the best,
Here's to Andy Eight-Millton West.

NEW VERSES BY KENNETH S. CLARK

Here's to Robert Bridges who
Is editor and poet, too.
He's pinch-hitting to-night in truth,
Just like an after-dinner Babe Ruth.

CHORUS

Sing hey, sing hey for the A. B. A.
Let music play, a roundelay.
For we are off for a holiday
Till early in the morning.

II

A prudent man is Edward Bok—
He knew when to stop his business clock,
And now his hobby, so they say,
Is "music for Philadelphia."

III

Roland Morris heaves a sigh
For the land of "Madam Butterfly"
And now that he's once more come back,
We'll drink his health in jap-a-lac.

IV

Old Fred Melcher is no dub
At lecturing a woman's club.
As soon as they have heard him speak
They go and buy "a book a week."

V

As president we chose Gene Herr,
Atho he lives in Lancaster.
He wears those horn-rimmed specs so much
So he won't look Pennsylvania Dutch.

VI

Tho Seeley Conover's no spring chick,
His spirits still have lots of kick.
No man in Amsterdam, Noo Yawk,
Has such a bubbling flow of talk.

VII

Charlie Burkhardt's fame is bright,
As our best conventionite.
He's always last to leave the wreck,
But, gosh, he misses his pinochle deck.

VIII

Harold Kinsey's a well known man,
'Cause he's so Cosmopolitan.
Better take his yarns with salt, say I;
But isn't he the handsome guy!

IX

"I only wish," said Hulings Brown,
"They'd let me pick convention town;
For then we'd meet, by jiminy,
In Montreal or Bimini."

X

Our Bob Anderson, sure enough,
Is stealing Dave Belasco's stuff.
D. W. Griffith says, "I'll step down
And let him wear my movie crown."

XI

Adam Burger sure was great
As a Little Eva up-to-date;
As Lady Macbeth he'd make a hit,
If he could only grow a bit.

XII

Altho no real book-selling was done
By Dave O'Connell in Washington,
He helped one book to gain its fame—
The Congressional Record, that's its name.

XIII

Old Vernor Schenck we nominate
To be the Bishop of his state;
The Bishop's rôle would be well done,
For, goodness knows, he talks like one.

XIV

If our John Kidd had been alive
When Isaak Walton used to thrive,
He'd have made himself a Rockefeller
By making Isaak a real best seller.

At the head table, President Eugene L. Herr presided, introducing as chairman, Robert Bridges, editor of *Scribner's Magazine*. Edward Bok, formerly editor of the *Ladies' Home Journal*, was the first speaker, entertaining the audience with stories of his "little collection of two million women" and some of the stories and poems that had not been printed for them. His tribute to the "live town" that

he had gone to thirty-two years ago was appreciated.

Dean Andrew F. West of Princeton University followed, with suggestion of some of the great inventions of the past centuries, giving credit to printing as the invention that had made possible the coming together of all ages and all peoples. Roland S. Morris, former U. S. Ambassador to Japan, made a most earnest appeal that booksellers help increase the understanding between the east and the west by greater knowledge and wider distribution of books on the Orient.

The After Dinner Speeches

PRESIDENT HERR: If there is any author who wants to write a mystery story, I have a good title and a marvelous plot to suggest to him. The title is: "The Lost Gavel" or, "Who Took the Knock Out of the 1921 Convention?" The gavel I had when the Convention opened has not been found. I have deduced the fact that some traveling salesman stole the gavel, so the booksellers could not knock any more. In every respect this Convention has been truly up to date. It conforms strictly to the Eighteenth Amendment—a kickless Convention.

The American Booksellers' Association is twenty-one years old tonight and I was just speaking to the gentleman on my right here, about the banquet that I attended twenty years ago. We had a little room alongside the office in the Herald Square Hotel and I think we had somewhere between sixty and seventy-five people at the banquet. How much we have to be thankful for—all of us—for the good things that have come to the book-trade in the last twenty years. We feel that nowadays, instead of kicking each other, we can pull together and co-operate.

There has come to us tonight a great disappointment, and to one of our speakers, I have no doubt, a great shock. One of our guests was William Allen White, of Emporia,

The banquet favors were the Dorrance "Pocket Chesterfield"; Edgar Lee Masters' "Mitch Miller," published by Macmillan; Robert W. Service's "Ballads of a Bohemian," autographed, from Barse and Hopkins; "The Ways of the Circus" published by Harper; E. Phillips Oppenheim's new novel, "The Profiteers," from Little, Brown & Co.; and a Medici print, given by Ralph Hale of the Medici Society of Boston.

Two hours of dancing in the grill brought to a close the successful climax of the convention.

Kansas. Mr. White arrived at three o'clock this afternoon and when he got here, he received a telegram notifying him that his daughter had been thrown from a horse, and was suffering from a fractured skull. Mr. White left for his home at once. We sincerely hope that the accident may not be serious.

This Convention, I think, is one of the most successful that the Association has ever held and there are two men whom I want to mention by name, for the part they have had in making this Convention a success. No credit belongs to me. These men made it a success. One of them is the man who planned and carried to completion the program of the sessions, Mr. Cedric Crowell, of New York, and the other one is the man who has labored since last fall, planning the entertainment that you have seen thruout the week, and winding up with this extraordinarily unique banquet, Mr. Whitney Darrow. [Applause.]

The change in the program has resulted in this: Dean West, on the spur of the moment, has agreed to deliver a speech and his address will come at the end of the evening. This left a gap to be filled, and I introduce Mr. Robert Bridges, the well-known editor of *Scribner's Magazine*, as toastmaster of the banquet.

Toastmaster—Robert Bridges

MR. President, Ladies and Gentlemen of the American Booksellers' Association: It is an embarrassing position for a gentleman to be put in at the last moment, to run a show of the selling force of anything, because an editor is supposed to be that terrible man who simply spends the money that you, and the business department, and the advertising department accumulate with great effort. He is a useless appendage in the eyes of the advertising man. I have had that told to me many times. He is simply the gate thru which the gold is poured out for no particular purpose. Now tonight I hope that I shall release, and with very little preliminaries, the two or three gentlemen who are to address you.

I have had the good fortune to know these men, and I know they will give you some wis-

dom, some jest, and something to think about.

Mr. Bok is the first speaker. When I first appeared on *Scribner's Magazine*, Bok was there. He and Frank Doubleday could do anything. They had a little paper called *The Book Buyer*. They wrote it, published it, distributed it, made it a powerful house organ, and the story still persists that once a month, Bok and Doubleday would gather up the London newspapers, the supplement to the *Times*, the *Athenaeum*, the *Spectator*, and then they would announce to an office boy: "Don't disturb us; we are going down to the basement to write our newsy London letter." Out of that experiment grew Mr. Bok's first successful venture—Bok's *Literary Leads*.

I want to say seriously, that Mr. Bok has put over a great many things in this country. I was once out at the farm that I own, and

I looked at the letter-box, which was eighteen inches long, and the farmer came along and said: "The Government has ordered those letter-boxes changed, sir; we will have to have a new one there." I said: "Why?" He said: "The letter-boxes all over the country must be made over to accommodate the *Ladies' Home Journal*." That is a fact. Anything Bok undertook to do was done, even if he had to overthrow the Government.

The best thing he has done is to write his

Mr. Edward Bok

MR. Chairman, Ladies and Gentlemen: Two men were discussing a very pretty girl and one of them said: "She is really a pretty girl?" and the other man said: "My boy, that girl is so pretty that when she gets into a street car, all the advertising is a total loss!" Now, I feel as if the thirty-two years since I left the bookselling business are a total blank tonight. It seems to me like coming back into the family, and I can say with the strip picture man, "Ain't it a grand and glorious feeling!"

I wasn't told exactly how long I was to speak to you, but I will take the advice of a veteran speaker, who was asked by a young speaker: "What really is the successful after-dinner speech? How long should it be?" And he said: "About as long as a woman's dress—long enough to cover the subject and short enough to be interesting." I will try to make this speech just about right, as the colored janitor said, when the tenant in the apartment house made some home-brew. The tenant had taken one swallow of it and made up his mind that it was not for him, and he passed it on to the colored janitor, and the tenant said: "Well, Sam, how was it?" He said: "Just about right, Boss." "Well," he said, "what do you mean by just about right?" "Oh! well," he said, "Boss, if it had been better, you wouldn't have given it to me, and if it had been worse, my God! Boss, I would have died!"

Now it is exactly thirty-two years since I left New York and the book business. The reason I left was because New York was too cramped; it was too small; it didn't offer enough chances to me. I wanted to go to a city where there was pep, where people were doing things, where there was plenty of life, and where there was electricity in the air, and so, naturally, I went to Philadelphia. [Applause.] No, I didn't go in that spirit. I wasn't like the man, who, the other day, with a very worried face, came up to the Information Bureau of the Pennsylvania Railroad in New York and said to the young lady there: "Young lady, I have to go to Hoboken, New Jersey." And the young lady looked at him and she said, with a smile: "Well, are you asking for information, or are you just telling me your troubles?"

I went to Philadelphia, and if you think a men cannot lead a busy life in Philadelphia, well, Morris came back from Japan and since

he has been back in Philadelphia, he thinks Tokio is a sleeping post. [Applause.]

book, "The Americanization of Edward Bok." (This is an advertisement for my firm.) It is a good book, notwithstanding, and it is the epitome of the career of a man who has not only succeeded in doing the right things, worth while things, but things that have made this country a better place to live in. I have great pleasure, ladies and gentlemen, in introducing Edward Bok, former editor of the *Ladies' Home Journal*, as the first speaker on the program. [Applause.]

he has been back in Philadelphia, he thinks Tokio is a sleeping post.

I went to Philadelphia because I heard the call of the ladies of America. Of course, any man would respond to that, so I went there, and I became, as Eugene Field said, "The nicest ladies' editor in America." After thirty years of it I thought I would quit. I had then made up a little collection of two million ladies, and that is enough for any normal man. I decided to go while the going was good, and so I handed over my collections of ladies to my successor. Then, when I kissed the ladies good-bye, figuratively speaking, I wrote something, and I sent it to Scribner's, and after they had held two or three special meetings of their Board of Directors, they decided to risk the book, and as one bookseller said to me: "Well," he said, "I thought if Scribner's could risk it, I could risk it," and he did and so in that way I came back to you, and I am glad to be back. I don't know whether I should feel sorrier for you or gladder for myself. Perhaps I am like the man who swallowed a gold dollar, and he didn't know whether he was a dollar in or a dollar out.

If you will allow me to drop into a serious mood for a moment, a mood into which I think an after-dinner speaker should never drop—I want to say just one word seriously. Ostensibly I came here this evening to enjoy dinner with you. I really came to look into your faces and to thank you with all my heart for the splendid things you have done to my book. I cannot begin to thank you and I want you to have the recollection that for once in your lives, you saw an author actually stand up and say that he was completely satisfied with the way his publishers handled and advertised his book and the way the booksellers sold it. I thank you more than I can say. [Applause.]

While I was a renegade from the ranks, away from you, I had some experiences, as a man is apt to, when he is editor of a woman's periodical. One of the things people would say to me, as they say to every editor, was: "Why don't the magazines print something that is worth reading?" Well, every editor has an answer to that,

What those folks who ask this about the magazines don't take into consideration is, the stuff that they don't read—that the magazines don't print, and it is some stuff, and I am

going briefly to give you an idea of one or two things that you are spared from when you read a magazine.

You will find a gem of the most unconscious humor in a serious manuscript. For example, here is a case in which the author is trying to picture a quiet moonlight night, with stillness hanging all over the estate, and she wrote:

"Night was now deep around the great and gloomy mansion. Not one of its sleeping occupants moved—not a sound was heard, save when some bird in the tree-tops slipped inadvertently from its perch."

In a manuscript depicting a murder was this astonishing bit: "The murderer was evidently in quest of money, but unluckily Duncan had deposited all his funds in the bank the day before, and so he lost nothing but his life."

Until I became an editor, I had always believed that many of the questions and answers printed in the average magazine were made up in the office. Only a few days after I became an editor, I got this letter:

"I have become engaged to a very worthy young man and we have fixed upon a date next month for our wedding. Now, what is the proper time for me to get my parents' consent to my engagement?"

Every editor is remembered by the budding genius of the small town. It is generally a girl who has read her graduation essay at the High School, and everybody says: "You ought to get that printed," and from that moment the editor's trouble begins. The teacher, physician and minister back her up, and the editor gets the precious composition. Here is one of them, a story which contained this remarkable sentence: "A bright tear glistened in the moonlight, as it fell below on the woodbine and honeysuckle that had twined each other's self around each other's own self, as they climbed life's ladder together."

One day there came to me a manuscript that was three hundred and eighty pages long, or an essay on Woman and it began in this way: "Woman—what is Woman? Rather should we not ask, what is she not? Fair Woman! is there anything she is not? Beautiful Woman! What has she not done? Nothing!"

Another girl wrote this letter: "Our minister, who is a very smart man, thinks that this poetry is very good. He says it is as good as some which Mrs. Browning wrote in Portuguese, but as I have never been in Portugal, I never read what this lady wrote. All my friends say it is my very best poem. I tell you this because you may be too busy to see it right away.

"THE LOVER'S FAREWELL.

Oh! fare you well, my dearest dear,
Oh! fare you well for a while,
I go away, but I'll come back again,
If I go ten thousand miles.

'But who will take me out,' she sighed,
And who will glove my hands,
And who will kiss my ruby lips
When you are in foreign lands?'

'Your brother will take you out,' he said,
Your mother will glove your hands,
And I will kiss your ruby lips
When I return again.'

There are times when stories are so dramatic and so thrilling that at last there is absolutely nobody left. Anthony Comstock said of a play once that it was in five acts and twenty-eight "My Gawds." Here is the way one story began:

"Looking the very likeness of a wounded queen, Louise arose from whence she had been sitting. Her face was deathly pale, as white as snow. With a look that will never be forgotten, she turned her eyes fully upon her father and said in a queenly voice that sounded as of the grave: 'Father, I cannot marry Mr. Wharton; I just can't.' She reeled, fell into a heap in the chair, whence she had arisen, and was dead. At that moment, Clarence rushed into the room and seeing the dead form of his beloved, he shot eyes of fire at the quivering form of the beloved's father before him and said: 'Murderer, you have killed her,' and before he could be stopped, a pistol shot rang out upon the air and the father fell beside his daughter's body, while a quick pulsation of the heart took possession of the distracted mother, and she remained sitting, dead in her chair. Maddened with the sight before him, Clarence rushed out of the room, and when morning broke, his crushed body was found at the foot of the stairs."
[Applause.]

MR. BRIDGES: I think you will all agree that Mr. Bok delivered the goods, and probably sold eight or ten more editions of his book. I hate to think of the size of his royalty account. But I would like to ask some of your clever business men—it is beyond me—that if he gets one thousand dollars exemption on each of his two million women, how much income tax does he have to pay?

His Excellency, or His Excellency once removed, Roland S. Morris, was, while our Ambassador to Japan, from the reports of men of all parties, one of the most valuable, tactful and able men that we ever sent on such a mission. I have heard it from many travelers who have returned, who heard of his work, not only in Japan, but on the mission to Siberia when he was sent to report on the Kolchak resistance to the Soviet Government. I am told that the report which he made on the Kolchak episode is one of the most interesting and valuable of unpublished books. I give this hint to publishers, because I believe the Government will eventually issue it. When it is issued, it will reveal a dramatic and sad, and in some aspects, a tragic comedy. I introduce to you the Honorable Roland S. Morris, lately our Ambassador to Japan. [Applause.]

Mr. Roland S. Morris

MR. Toastmaster and my Friends: I know you will fully appreciate the difficulties under which I labor this evening. I cannot prove myself in any way equal or deserving of the very generous words with which the Toastmaster has introduced me, and I certainly can prove nothing but an anti-climax after that brilliant, interesting, and witty speech of Mr. Bok. I find myself here on this raised platform, with those who can claim to have been booksellers in the past, writers, authors and publishers, and I haven't been a bookseller, and I am not an author, as I have never written a book, and I am not a publisher. I thought perhaps one reason might be that I could qualify as that rare person, a book buyer. [Applause.] I assure you that I welcomed this opportunity to come back among my own people under circumstances as delightful and as pleasant as these are.

The Toastmaster has referred just now to a trip which I had the privilege of taking thru Siberia, the seat of the then so-called Kolchak Government. It was indeed a very wonderful trip thru an extraordinary country. But we had with us one who was a joy forever, our cook, by the name of Abdul, and Abdul had no use for any foreign lands or any foreign people. For years he had been on the C., B. & Q. as a dining car cook, and he longed to be back in God's own country. One morning I saw him looking out of the window very mournfully. I said to him: "Abdul, you look terribly distressed this morning, what's the matter?" He said: "The more I see of these damn foreigners, the more I love the folks I hate at home."

There was another reason that occurred to me as possibly the one cause of your asking me to come here this evening, and that was perhaps to express indirectly your gratitude and appreciation to me, as one who had lived for several years in Japan, to Japan, for the large number of books which it has recently inspired. I thought that might be the cause, until I inquired a few minutes ago of your President, and I asked him rather hopefully, whether, in Lancaster, Pennsylvania, there was any call for books on Japan, and he answered—it seemed to me rather irrelevantly—that the last of the second-hand book stores had ceased to function in Lancaster.

And still I do want to assure him, and I know I don't have to assure you that there has been an extraordinary number of books recently on the general subject of Japan and our American interests, not only in Japan and in China, but in the whole Orient. The history of our literature on Japan in particular, is one that it seems to me it is worth our while recalling.

Those of us who are older can easily remember the time, not far distant, when the books that were published on the subject of Japan had such titles as "The Charm of

Japan," "The Beauty of Japan," "The Mystery of Japan" and suggestive titles of that kind. They were followed a few years later by books of interpretation, interpreting Japanese life and Japanese art, and giving us something of Japanese history and institutions, and then recently we have had a very startling change. I don't exaggerate it by saying that almost every week there comes to my desk a book with a new title, such as "The Menace of Japan," "The Peril of Japan," and only recently, as if to throw out the challenge definitely, "Must We Fight Japan?"

Notice the contrast between these earlier volumes of appreciation and these recent volumes of challenge. I think it is worth our while to ask ourselves the reason for this change. Many people ask me since I have come back: "Is this recent literature on the Orient a product of propaganda?" To which I reply: "Yes, there is some propaganda in it." Then others ask me: "Is it an evidence of racial feeling or racial hysteria?" and again I have to say: "Yes, there is some element of racial feeling in it," but I don't think you can explain the character of this recent literature on that subject by any one of those explanations. I am inclined to think, and I submit it for your consideration, that it goes deeper than that. I think it is probably caused by the fact that we are, as a nation, getting into closer association and contact with the Orient than we have ever been before and that that closer association is raising problems and questions and irritations and frictions inevitably, because it is becoming closer and closer every year.

It is not only diplomatic, it is not only cultural, but it is also commercial and industrial, and out of that contact have grown these questions, and out of these questions have come the expression in books of some of the questions and irritations, and the one thought that I would like to leave with you tonight, because I believe in the years to come, you are going to find this literature growing and these problems pressing more and more for some reasonable and appropriate solution, the thought I want to leave to you is this: That this contact of Western thought and Western life and Western ideals, with the great, and in the past, this mysterious East, is just one new test in an age long experimenting that has been going on in our world, a test ever new to us, but still a test that has been tried before.

I have not time and you have not time to listen if I wanted to ask you how often in the past the East and the West have been brought together in the days of the Mongol invasion in the thirteenth century; later in the days of the Portuguese and Spanish and Dutch invasions on the Pacific, who opened up the ports of China and the ports of Japan and brought a closer contact with those people and those nations? But I do want to point out

that in all those cases in the past, that effort ended in failure, for after the effort was made, the peoples of the East and West once more separated; a wall was built between them; there was little contact and the East went on its way and the West went on its way. But now, in this modern age of ours, we face a very different problem.

With the growth of communication, the speed of communication, with the wireless and the telegraph, and all the things that are binding us together, we are finding that commercial necessity, economic pressure and all these elements of contact that are being built up are forcing a closer association between the peoples of the East and of the West, and the striking thing for us Americans is this, that because of our long reach of coast on the Pacific Coast, because of the fact that we have gone beyond the coast of the Pacific to Hawaii and the Philippines, and have made our way right to the rear of Asia itself, the brunt of that new experiment, this new effort in this age long experiment, will be largely upon us.

We as a nation have got to learn something about the peoples of the East, their ideals, their aspirations, because our interests, our trade, our coast line, are along the Pacific and on the Pacific and we cannot ignore the problem of working out some adjustment that will not be the failure that the other adjustments have been—when Europe and Asia tried to find some common basis of thought and failed.

And if you ask what practical suggestion I have to offer, may I be bold to say just this: May I ask you to discourage at a time of this kind, hysterical and exaggerated statements about our problems with Japan or with China or with the Orient; to discourage and discourage in large measure, the highly colored statements that are made about difficulties that quite clearly and obviously exist. And on the other hand, constructively, may I ask you to give your sympathy and interest to encourage the body of men that we are developing in the United States in our consular and in our dip-

lomatic and commercial life, who are giving to these problems today, earnest, studious work, and only in order to find some means of penetrating into the life and thought of the Orient and making that contact easier for both people.

I wonder if you realize that we have been developing in the last ten or fifteen years an extraordinary body of men in the consular and other services, with education, with ideals, and with industry, who are going out to study the language and the history and the ideals of the people of the East, to endeavor to be the pioneers for us of a better understanding with them. Those are the men that you do not often hear about. You don't read about their efforts in the papers. They are not headlined as are your questions between the nations of the East and our Government from time to time and yet they are doing earnest, serious work, which means everything to the lives of our people, in adjusting this relationship, which our geographical and our commercial position has forced upon us.

Do you ever think what would have happened to the public opinion and thought of Great Britain, if it had not had men like Burton and Johnston and the explorer Baker, who had trained themselves to understand the peoples of Africa or the Orient, as the case might be, and thus bring the British Empire into closer association.

As we may have to, in the books that are being published, in the work that is done, may I ask you to give to those prominent officials of our public life, who are doing this work for you and for me—your interest and your sympathy and your help. Make it worth while to them, so that our college men will go forth into that kind of work, determined to learn about the peoples with whom we must and will live in peace.

If we can do that, we can make a real success of this contact of East and West, which has been marked with failure in the past. [Applause.]

Dr. Andrew F. West

LIKE Ambassador Morris, I cannot claim to be a publisher or seller, and only in a modest way to be a buyer of books. It isn't, however, for want of effort on my part that I have failed to become an author. I have tried hard enough, and one firm—I hope it is not represented here—accepted a book from me rashly, some years ago, and in three months they went into the hands of a receiver. Another firm accepted another book but on the express assurance that I could not expect an immediate large sale, but that I might expect what was called "a steady sale." This was afterwards explained to me by the head of the firm, as meaning one copy a year. Those are the rocks that beset or confront an intending author.

From a child I tried to write, at school—in my earliest days. I gave promise of being

a writer in my first two baby essays, one on the Horse, which opened with this sentence, which I hand to Mr. Bok: "The horse is a noble animal with four legs, one at each corner." That, however, didn't make a great hit, any more than my other essay of that period, which opened with a similar sentence, notable for its clearness, directness and comprehension: "There are three kinds of water: salt water, fresh water and soda water." This is Artemus Ward's description of the roses in Africa: "The white rose, the red rose and the negroes."

Then I took to what I called poetry; others called it verse, and some, doggerel. There I can confess to a long record of attempts to scale Parnassus, to get up where the Muses live, but I got no higher than the foothills. I am going, since you are very kind, to let

you have one of these gems, which has never been able to win the favor of any publisher. It was written on Omar Khayam:

"A nobleman out in Siam,
Spent his time reading 'Omar Khayam,'
Said: 'Shade of Omar, I'm sure you're old
Homer,'
And the Shade of old Omar said 'I am.'"

I got \$1.50 for that.

From these high occupations, I turned to the humble work of education. I think it is the most interesting thing in the world. Education to me, is the most ennobling and engrossing thing that can engage a man's attention, because when you remove youth and the promise of youth and the training of youth from this world, it is as Pericles said of the young dead of Athens—like removing the Springtime from the year, and I believe contact with that is what keeps people young. How teachers and professors become old and fussy, I do not understand. Certainly, it is not the students who make them old; it must be the routine.

But in the field of education, I have had some interesting side experiences. I throw out this hint to all publishers. I have thought of writing a little book on "Mothers I Have Met." A very delightful lady had a son in college, who had taken my course in Latin poetry, and after we had been running a month, I happened to meet this lady and she said: "You don't know how my son appreciates that course." She said: "He thinks it is the finest thing he has got." I said: "I am delighted, but I think I do know how he appreciates it. I think he would appreciate it if he were there, but he hasn't been there." That is one of many such instances in relation to mothers and sons.

But I am going to turn back to education in its aspect, in relation to books. We talked about modern inventions in the nineteenth century and talked about progress and inventions and science, until the twentieth century came. There never was a century so fond of itself as the twentieth, but there are other things that are great and abiding in this world. We think of the despised middle ages, so often called the Dark Ages, and there were things done and made then which we would be very sorry to part with—so simple and valuable a thing as the clock. The mechanical clock, with its machine winding, is a medieval invention; the organ, that noblest of instruments, is a medieval invention, and the mariner's compass, the guide thru the sea. What are we to say of the discovery and use of fire for cooking? What are we to say of the invention of the wheel, without which no machine would turn? What are we to say above all, of that greatest of human inventions, the earliest of human inventions, so far as we know—the use of speech as a means of record and writing, without which to-day there would be no books; there would be no record of human doings; there would be no preservation of the arts and sciences.

What is a book in mathematics, anyway, with its symbols, but a book in shorthand? What is every book in science but a book in shorthand. Without those things, we may say quite safely that civilization would have been thrown back into the primitive stage or would be arrested altogether, and yet that invention of writing, which led to the making of books, developed at the end of the Middle Ages, the art which preserves all arts, and diffuses all knowledge. The art that makes your profession possible.

Books and education are undervalued. Into a little book which you tuck under your arm and hardly notice, you can put all the poetry of Virgil, or all the great thoughts of this or that genius of the world, in less print than now fills the columns of the Sunday newspaper. Great books, education, bookselling, and book using and book buying—all mean the preservation and maintenance of human knowledge.

And in books we do see the dead alive. With a book, on a quiet winter night, by a lamp, the boy who is tired of school and tired of play, and yet not tired enough to go to sleep, will sit there with his books of adventure and travel. Think what it means to the boy who grows up in a home where nothing is read much, except by father, who reads the stock reports, mother, the woman's page, and baby, the comic supplement. What chance has he? Why isn't he taught and shown and helped to see the delightful things in reading? Knowledge is the food of the mind as truly as bread is the food of the body, and to make that good book, in a good form on a graceful page—to make the book a work of art—is to make knowledge attractive, to develop good taste. To circulate that book is doing missionary work for civilization and that is what you have undertaken.

Books bring past ages before us, and if printing dies, and the language dies and books die, then civilization dies with them. How great a thing it is to have been an agent in producing or distributing or using such a priceless influence in this troubled world. But I have talked shop enough even to you in a kindred field.

I once sat at a dinner in Trinity College in Dublin, which I think is the home of the finest wit in the academic world of Europe or America, and there I met the Dean of Trinity. He was then eighty-two years old, and he was asked, after he had taught young men for sixty years, what he thought was the best evidence that a man was educated. He said: "To enjoy good nonsense, next to good sense. The man who doesn't enjoy good nonsense is not an educated man." I thought it a wise saying, tho I didn't understand it. I talked, I being young, and he, old. I said I wanted to tell him, if I might, that the celebrity of his books in America was as marked as it was in Great Britain. He raised his hand and said: "Are you so young that you cannot do anything but talk shop to an old man?"

Record of Attendance

NEW ENGLAND

Massachusetts

Burg, Fannie, Williams' Bookstore, Boston.
 Beckford, Bertha (Mrs. Edward Ely Hoxie),
 Gardenside Bookshop, Boston.
 Beckford, Miss Frances, Gardenside Book-
 shop, Boston.
 Brown, Hulings C., Little, Brown & Co.,
 Boston.
 Brown, Mrs. Hulings C., Boston.
 Bruce, Frank, Houghton Mifflin Co., Boston.
 Christopher, Joseph, Christopher Publishing
 House, Boston.
 Donahue, Fred L., and wife, Schoenhof Book
 Co., Boston.
 Dragon, A. J., Old Corner Bookstore, Boston.
 Fitzpatrick, Teresa S., Atlantic Monthly
 Press, Boston.
 Fredenburgh, Theodore, Houghton Mifflin Co.,
 Boston.
 Gregory, Warren F., Lothrop, Lee & Shep-
 ard Co., Boston.
 Gregory, Mrs. Warren F., Boston.
 Gregory, Miss Hope, Boston.
 Greene, Joseph F., Little, Brown & Co., Bos-
 ton.
 Kendall, R. W., W. A. Wilde Co., Boston.
 Lander, John E., Lothrop, Lee & Shepard
 Co., Boston.
 Leussler, Harrison, Houghton Mifflin, Boston.
 Schenck, V. M., The Pilgrim Press, Boston.
 Seraphine, P. J., Boston Herald, Boston.
 Taylor, S. W. H., Boston Evening Transcript,
 Boston.
 Thornhill, Arthur H., Little, Brown & Co.,
 Boston.
 Vass, Edward J., Small, Maynard & Co., Bos-
 ton.
 Waters, William C., Boston.
 Wright, W. H., Little, Brown & Co., Boston.

Ticknor, Benjamin H., The Riverside Press,
 Houghton Mifflin Co., Cambridge.
 Wilkins, Mrs. Fred E., Danvers Square Book
 Shop, Danvers.
 McFarland, L. W., Adams Bookstore, Fall
 River.
 McFarland, Mrs. L. W., Adams Bookstore,
 Fall River.
 Hutchinson, Henry S., H. S. Hutchinson &
 Co., New Bedford.
 Saltmarsh, Robert C., H. S. Hutchinson &
 Co., New Bedford.
 Lyman, C. H., Bridgman & Lyman, North-
 ampton.
 Baker, Harris W., G. & C. Merriam Co.,
 Springfield.
 Johnson, Arthur S., Johnson's Bookstore,
 Springfield.
 Johnson, Henry R., Johnson's Bookstore,
 Springfield.
 Short, W. C., G. & C. Merriam Co., Spring-
 field.
 Webber, A. L., Milton Bradley Co., Spring-
 field.

Maine

MacAllister, E. B., Huston-Tuttle Book Co.,
 Rockland.

Vermont

Chalmers, Miss Alfa T., Geo. E. Chalmers,
 Rutland.

Connecticut

Mitchell, Edwin V., Hartford.
 Warfield, G. F., G. F. Warfield & Co., Hart-
 ford.
 Donaldson, Norman V., Yale University
 Press, New Haven.
 Kronish, J., Edw. P. Judd Co., New Haven.
 Lewis, Wilmarth S., Yale University Press,
 New Haven.
 Nye, Charles D., Davis & Nye, Waterbury.

NEW YORK

New York City.

Aarons, Jacob, New York Tribune.
 Albrecht, Wm. P., The Macmillan Co.
 Allison, H. L., G. P. Putnam's Sons.
 Anderson, Philip M., G. P. Putnam's Sons.
 Archer, Leon B., Cosmopolitan Book Corpo-
 ration.
 Arnold, William Harris, Syndicate Trading
 Co.
 Ayers, Chas. H., The American News Co.
 Bachmann, George F., Thomas Nelson &
 Sons.
 Bachmann, Mrs. Geo. F.
 Balch, Earle H., G. P. Putnam's Sons.
 Bayer, F. F., Oxford Univ. Press.
 Bayer, Mrs. F. F.
 Becker, May Lamberton, New York Evening
 Post Literary Review.
 Brazer, Geo. W., Presbyterian Board of Pub-
 lication.
 Brentano, Arthur, Jr., Brentano's.
 Brentano, Lowell, Brentano's.
 Brentano, Frances I. (Mrs. Lowell Brentano),
 Brentano's.
 Brett, George P., jr., The Macmillan Co.
 Brett, J. Alden, The Weekly Review.
 Brown, G. M. L., Orientalia.
 Burger, Adam W., Harper & Bros.
 Burkhardt, Chas. A., E. P. Dutton & Co.
 Burt, Edward F., A. L. Burt Company.
 Butler, Charles E., Brentano's.
 Butler, Mrs. Chas. E.
 Cain, Henry A., rep. A. L. P. Agence de
 Librairie et de Publications.
 Calhoun, Charles P., The Ronald Press Com-
 pany.
 Chapman, E. O., Bookseller and Stationer.
 Charles, Richard A., Galvanotype Eng. Co.
 Chase, A. M., Dodd, Mead & Co.
 Chase, Mrs. A. M.
 Clark, John L., Ronald Press Co.
 Clinch, F. A., D. Appleton & Co.
 Clinch, Mrs. F. A.
 Cohen, Esther R.
 Corrigan, J. W., George H. Doran Co.
 Corrigan, Michael A., The Baker & Taylor
 Co.

- Crone, Albert R., R. R. Bowker Co.
 Crowell, Jeremiah O., Thomas Y. Crowell Co.
 Cugell, Ethel, Best & Co.
 Darrow, Whitney, Charles Scribner's Sons.
 Dempsey, Alice M., Gimbel Bros.
 Dominick, Maynard A., Frederick A. Stokes Co.
 Drake, H. R., George H. Doran Co.
 Dunbar, Miss Margaret, American News Co.
 Dunham, Alice W., Charles Scribner's Sons.
 Farrell, Rhea I.
 Fenno, R. F., R. F. Fenno & Co.
 Fenno, Miss G. M.
 FitzPatrick, Ina, A. G. Seiler.
 Ford, Walter, N. Y. Evening Post.
 Gaige, Grace, R. H. Macy & Co.
 Gehrs, August H., Harcourt, Brace & Co.
 Gehrs, Mrs. August H.
 Gomme, Laurence, Neighborhood Bookshop.
 Grant, Dorothy L. A., Womans Press.
 Grant, Sydney E., H. P. Andrews Paper Co.
 Greene, Louis C., R. R. Bowker Co.
 Grosset, Philip, Grosset & Dunlap.
 Hammen, Charles B., Kiggins & Tooker Co.
 Harcourt, Alfred, Harcourt, Brace & Co.
 Harlan, Miss A. S., The New York Times and Magazine Book Review.
 Holden, John A., The Publishers' Weekly.
 Holliday, Robert Cortes, Henry Holt & Co.
 Holt, Guy, Robert M. McBride & Co.
 Huebsch, B. W., B. W. Huebsch, Inc.
 Huebsch, Mrs. B. W.
 Humble, Marion, National Association of Book Publishers.
 Hungerford, Herbert, American News Co.
 Hurst, Richard, Hurst & Co.
 Jenison, Madge, formerly Sunwise Turn.
 Jenkins, Samuel A., Grosset & Dunlap.
 Jenkins, Mrs. S. A.
 Jones, H. G., N. Y. Tribune.
 Kinsey, H. C., Cosmopolitan Bk. Corporation.
 Kleinteich, Mrs. Herman, Geo. Sully & Kleinteich.
 Knapp, Albert S., Chas. Scribner's Sons.
 Korbel, Charles, Oxford University Press.
 Korbel, E. Charlotte.
 Kyle, Thos. F., Thomas Nelson & Sons.
 Lacy, Fred'k. D., G. P. Putnam's Sons.
 Lederer, Earl T., Harper & Brothers.
 Leon, Arthur T., Cupples & Leon Co.
 Levy, Louis M., Hurst & Co.
 Levy, Mrs. Louis M.
 Lew, Joseph, Truth Pub. Co.
 Lew, Mrs. Joseph.
 Lewis, Howard C., Dodd, Mead & Co.
 Love, E. Meriam, Lathrop C. Harper.
 Longwell, Daniel, Doubleday, Page & Co.
 Lott, James H., N. Y. University Press.
 Lynch, Miss Harriet W.
 McIntosh, Wm. W., Oxford Univ. Press.
 McKeachie, Wm. S., The Baker & Taylor Co.
 Mahony, T. F., Bobbs-Merrill Co.
 Malloy, James V., Cosmopolitan Book Corporation.
 Manley, David, Modern Stationer and Book-seller.
 Minton, Melville, Charles Scribner's Sons.
 Morrow, William, F. A. Stokes Co.
 Melcher, Frederic G., R. R. Bowker Co.
 Mendel, Richard, Baker & Taylor Co.
 O'Connell, David J., Funk & Wagnalls Co.
 Pfanstiehl, H. Josephine, E. M. Leavens Co., Inc.
 Pfeifer, J. C., D. Appleton & Co.
 Pike, Theodore F., Longmans, Green & Co.
 Porter, Robert, Columbia Graphophone Co.
 Pott, James, James Pott Co.
 Pratt, Hugh S., Ronald Press Co.
 Reed, F. L., Grosset & Dunlap.
 Reed, Mrs. F. L.
 Reilly, Eleanor, Peter Reilly.
 Revell, Fleming H., jr., Fleming H. Revell Co.
 Savage, Harry F., F. A. Stokes Co.
 Schweitzer, Mrs. Bertha A., Edgar S. Werner & Co.
 Sealove, H., Harper & Bros.
 Sell, Henry B., Harper's Bazar.
 Shay, Frank, Frank Shay's Bookshop.
 Sherwood, Pauline C., The Sherwood Co.
 Shuford, L., Baker & Taylor Co.
 Siddall, Dudley A., The Sun and N. Y. Herald.
 Stanley-Brown, Ruth, The Dial.
 Steloff, I. Frances, Gotham Book Mart.
 Sutphin, Edwin A., New York Herald and Sun.
 Thompson, J. L., Charles Scribner's Sons.
 Thompson, Mrs. J. L.
 Thoms, Frank R., Thoms & Eron, Inc.
 Thwing, Walter E., Ronald Press Co.
 Titus-Werner, M. Stanleyetta, Edgar S. Werner & Co.
 Treffzger, Christian, G. E. Stechert & Co.
 Tucker, Miss Ada, Edgar S. Werner & Co.
 Turner, Guy R., Arcade Book Shop.
 Von Gogh, E. R., U. P. C. Book Co., Inc.
 Walker, Belle M., Bookseller and Stationer.
 Watt, Howard, W. J. Watt & Co.
 Weaver, John V. A., Brooklyn Eagle.
 Weis, Lillie E., Grosset & Dunlap.
 Messner, Julian, Boni & Liveright.
 Widman, Emma F., F. A. O. Schwarz.
 Willise, Honore.
 Wilson, Ralph, McDevitt-Wilson's, Inc.
 Winters, Jr., John F., The Century Co.
 Ziegler, E. H., George H. Doran Co.

New York State

- Allison, Mrs. H. L., Brooklyn.
 Barry, Mrs. W. D., Allen Book and Printing Co., Troy.
 Baxter, Miss Ida, Allen Book and Printing Co., Troy.
 Burt, Mrs. Edward F., Brooklyn.
 Collier, J. Roy, Allen Book and Printing Co., Troy.
 Comfort, Florence G., Elmira.
 Conover, Seely, Seely Conover Co., Amsterdam.
 Conover, K. P., Seely Conover Co., Amsterdam.
 Coveney, Regina, Brooklyn.
 Crowell, Cedric R., Doubleday, Page & Co., Garden City.
 Crowell, Mrs. Cedric R., Jamaica.

Cummings, Mrs. Tina J., The Wm. Hengerer Co., Buffalo.
 Davis, William M., Forsyth & Davis, Inc., Kingston.
 Derby, Cora A., C. A. & E. H. Derby, Elmira.
 Earl, H. B., Doubleday, Page & Co., Garden City.
 Earl, Mrs. H. B., Brooklyn.
 Eggleston, D. C., Mt. Vernon.
 Goubeaud, Wilbur P., Doubleday, Page & Co., Garden City.
 Hall, Harriet Jane, J. N. Adam & Co., Buffalo.
 Hamming, Mrs. Andrew, Brooklyn.
 Henry, F. C., Doubleday, Page & Co., Garden City.
 Henry, Mrs. F. C., Garden City.
 Hessian, James P., Doubleday, Page & Co., Garden City.
 Hubley, Effie C., Frederick Loeser & Co., Inc., Brooklyn.
 Hungerford, Mrs. Herbert, Am. News Co., Scarsdale.
 Hurst, Mrs. Richard, Brooklyn.
 Keating, Louis A., W. Y. Foote Co., Syracuse.
 Keating, Mrs. L. A., Syracuse.
 Kelley, Mrs. Marian, Abraham Straus, Inc., Brooklyn.
 Kleinteich, Geo., Brooklyn.
 Kleinteich, Mrs. George, Brooklyn.
 McAllister, Blanche E., Syracuse News Co., Syracuse.
 McKeachie, Mrs. Wm. S., Brooklyn.
 Nye, Daniel W., Doubleday, Page & Co., Garden City.
 Pantaenius, Evelyn, Forsyth & Davis, Kingston.
 Richmond, Miss M., Allen Book and Printing Co., Troy.
 Sanford, B. E., Cornell Co-operative Society, Ithaca.
 Seiffert, Mr. and Mrs. G. V., Doubleday, Page & Co., Garden City.
 Skinner, John, Albany.
 Smith, J. J., Doubleday, Page & Co., Garden City.
 Westbrook, Lewis B., Doubleday, Page & Co., Garden City.
 Witbeck, Edith Palmer, Forsyth & Davis, Kingston.

CENTRAL ATLANTIC DISTRICT

Philadelphia

Austen, Charles F., Milton Bradley Co., Phila.
 Bold, Miss Clara, Vir Publishing Co., Phila.
 Campion, Edwin B., Edwin B. Campion, Philadelphia.
 Cox, Walter H., John Wanamaker, Phila.
 Dickes, Walter L., Houston Club University of Penna., Philadelphia.
 Dickes, Mrs. Walter L., Philadelphia.
 Dorrance, Gordon, Dorrance & Co., Inc., Phila.
 Dorrance, W. H., Dorrance & Co., Phila.
 Flood, Jr., James, George W. Jacobs & Co., Phila.
 Flood, Jr., Mrs. James, Phila.

Fraser, John R., The John C. Winston Co., Philadelphia.
 Freud, Benedict, Gimbel Bros., Philadelphia.
 Graham, Miss Bessie, Phila.
 Jacobs, George W., Phila.
 Jones, E. E., The John C. Winston Co., Phila.
 Jones, Mrs. E. E., Phila.
 Jones, Miss Mildred E., Phila.
 Kornbau, Rudolph G., The John C. Winston Co., Phila.
 Krauss, Fred, Penn Publishing Co., Phila.
 Lansdale, M. May, N. Snellenburg & Co., Philadelphia.
 LeGallez, J. W., The North American, Phila.
 Lewis, Walter S., Presbyterian Board of Publication, Philadelphia.
 Liljeros, Iver O., Houston Club Supply Store, Phila.
 Lutz, John A., W. B. Saunders Co., Phila.
 McClain, Mrs. B. A., Snellenburg's, Phila.
 McGrath, Frank V., Leary's Book Store, Philadelphia.
 McGrath, Mrs. Frank V., Phila.
 McKay, Alexander, David McKay Company, Philadelphia.
 McKay, J. S., David McKay Co., Phila.
 McKay, Mrs. J. S., Phila.
 Mattison, Fred F., Strawbridge & Clothier, Philadelphia.
 Melvin, Chas. W., Milton Bradley Co., Phila.
 Papst, John L., The Exclusive Co., Phila.
 Pound, Miss M., Phila.
 Pound, Mrs. R., Phila.
 Reilly, Peter, Phila.
 Shoemaker, Charles C., The Penn Publishing Co., Philadelphia.
 Stam, Jr., Peter, Sunday School Times Co., Phila.
 Taylor, Mrs. R. R., Phila.
 Taylor, Walter K., Walter K. Taylor, Phila.
 Thompson, W. M. B., The Exclusive Co., Philadelphia.
 Weber, Wm. C., Philadelphia Record, Phila.
 Williams, Sidney, Philadelphia North American, Phila.

State of Pennsylvania

Goeppel, Mrs. M., Hess Bros., Allentown.
 Koch, Sidney S., The Wm. F. Gable Co., Alltoona.
 Speakman, Norman E., C. N. Speakman & Sons, Coatesville.
 Speakman, Mrs. N. E., Coatesville.
 Steinfeldt, Miss Rae, R. Steinfeldt & Bro., Coatesville.
 Gibson, Roland A., Penn Traffic Co., Johnstown.
 Herr, Eugene L., L. B. Herr & Son, Lancaster.
 Herr, Mrs. Eugene L., Lancaster.
 Herr, L. B., L. B. Herr & Son, Lancaster.
 Herr, Mrs. L. B., Lancaster.
 Ream, Chas., Lancaster.
 Bollman, Miss S. A., K. S. Bollman, Lebanon.
 Bollman, Miss K. S., K. S. Bollman, Lebanon.
 Wallace, Edward W., Ormston's Book Store, Oil City.
 Jones, T. Edward, Jones Book Shop, Pittsburgh.

Jones, Mrs. T. Edward, Pittsburgh.
 Kemp, J. Campbell, Joseph Horne Co., Pittsburgh.
 Mason, Jr., H. L., J. R. Weldin Co., Pittsburgh.
 Grosset, Mrs. Garnet W., Reading.
 Kinney, Mrs. Alice B., Scranton Dry Goods Co., Scranton.
 Barnhart, Helen L., H. C. Barnhart, York.
 Barnhart, Mrs. H. C., York.
 Barnhart, H. C., York.
 Zercher, F. W., Regal Umbrella Co., York.
 Zercher, Harold W., Regal Umbrella Co., York.

New Jersey

McIntyre, Belle, Steinbach Co., Asbury Park.
 Ogilvie, Thos. F., Atlantic City.
 Paull, David, Atlantic City.
 Westcott, James Edward, Atlantic City.
 Read, Theodore H., Parrish and Read, Inc., Camden.
 Melcher, Mrs. Frederic G., Montclair.
 Reed, W. R., W. R. Reed, New Brunswick.
 Barse, W. J., Barse & Hopkins, Newark.
 Boni, Jr., Charles, Newark.
 Hancock, Miss M. C., L. Bamberger & Co., Newark.
 Arnold, Mrs. W. H., Nutley.
 Burm, B. Franklin, Princeton Univ. Store, Princeton.
 Burm, Mrs. B. Franklin, Princeton.
 Tomlinson, Paul G., Princeton University Press, Princeton.
 Tomlinson, Mrs. Paul G., Princeton.
 Traver, Morris S., C. L. Traver, Trenton.
 Traver, Mrs. Morris S., Trenton.

Maryland

Estabrook, J. Joseph, Hochschild Kohn Co., Baltimore.
 Goldsmith, Mrs. J., I. & M. Ottenheimer, Baltimore.
 Newman, Mrs. Sylvan, I. & M. Ottenheimer, Baltimore.
 Ottenheimer, Isaac, I. & M. Ottenheimer, Baltimore.
 Ottenheimer, Mrs. Isaac, I. & M. Ottenheimer, Baltimore.
 Reid, C. S., Baltimore.
 Reid, Mrs. C. S., Baltimore.
 Reid, Robert Titus, Baltimore.

Delaware

Herr, Mrs. Herbert H., Edgemoor.
 Herr, Herbert H., Butler's, Inc., Wilmington.

District of Columbia

Nye, Simon L., S. Kann Sons Co., Washington.

FROM THE SOUTH**Virginia**

Hoffner, Letitia A., Wm. Freeman & Son, Norfolk.
 Whitmore, B. A., Smith & Lamar, Richmond.

West Virginia

James, E. W., James & Law Co., Clarksburg.
 James, Mrs. E. W., Clarksburg.

North Carolina

Wills, R. T., Wills Book and Stationery Co., Greensboro.
 Wills, Mrs. R. T., Greensboro.

Louisiana

Siler, Sam. D., S. D. Siler, New Orleans.

Tennessee

Tarpley, A. B., Smith & Lamar, Nashville.

Texas

Turner, P. L., Smith & Lamar, Dallas.
 Pillot, Teolin, Houston.

THE MIDDLE WEST**Illinois**

Bean, Donald P., University of Chicago Press, Chicago.
 Bingham, Geo. R., Sears, Roebuck & Co., Chicago.
 Bingham, Mrs. Geo. R., Chicago.
 Cox, Howard L., P. F. Volland Co., Chicago.
 Goodwin, J. E., Rand, McNally & Co., Chicago.
 Grady, Mrs. Charles, Extension Press, Chicago.
 Grady, Edward L., Extension Press, Chicago.
 Grady, Miss Marion, Chicago.
 Hamming, A., M. A. Donohue & Co., Chicago.
 Hansen, Harry, Chicago Daily News, Chicago.
 Kroch, A., A. Kroch & Co., Chicago.
 Kroch, Mrs. A., Chicago.
 McNally, Jas., Rand, McNally & Co., Chicago.
 Maher, Philip J., Extension Press, Chicago.
 Milam, Carl H., American Library Assn., Chicago.
 Neuman, John S., Rand, McNally & Co., Chicago.
 Reid, Ellen L., Carson, Pirie, Scott & Co., Chicago.
 Reilly, F. K., Reilly & Lee Co., Chicago.
 Reilly, Mrs. F. K., Chicago.
 Rockwell, Thomas S., A. W. Shaw Co., Chicago.
 Rockwell, Mrs. Thomas S., Chicago.
 Seymour, Minnie M., Chicago.
 Sparks, Denton H., The Macmillan Co., Chicago.
 Storm, Irene, Carson Pirie Scott & Co., Chicago.
 Tracht, Fred H., University of Chicago Bookstore, Chicago.
 Vaughan, L. B., Frederick J. Drake & Co., Chicago.
 Weber, Henriette, Chicago Journal of Commerce, Chicago.
 Beeson, Nella, Peoria Public Library, Peoria.
 Meeks, Ruth, P. A. Bergner & Co., Peoria.

Indiana

Chambers, D. L., The Bobbs-Merrill Company, Indianapolis.
 Henry, Mayme M., A. Herz, Terre Haute.
 Thompson, Grace L., L. S. Ayres & Co., Indianapolis.

Ohio

Kidd, John G., Stewart Kidd, Cincinnati.
 Gaertner, H. Fred, The Burrows Bros. Co., Cleveland.

Hutchinson, Veronica S., Halle Bros Co., Cleveland.
 Korner, Harry V., The Korner & Wood Co., Cleveland.
 Weissenburger, S. A., Halle Bros. Co., Cleveland.
 Fleischauer, Fred, The Elder & Johnston Co., Dayton.
 Pettibone, Walter, The Pettibone-McLean Co., Dayton.
 Stevenson, Nevin J., Doubleday, Page & Co., Toledo.

Michigan

Hunt, Patricia D., John V. Sheehan & Co., Detroit.
 LaBelle, Alfred J., Macauley Bros., Detroit.
 LaBelle, Mrs. A. J., Detroit.
 McKee, Walter V., J. V. Sheehan & Co., Detroit.
 Macauley, Ward, Macauley Bros., Detroit.

A Tragic Incident

WILLIAM Allen White arrived at the convention on Thursday afternoon to be the speaker of the evening only to find a telegram awaiting him, stating that his daughter had been thrown from a horse and her skull fractured. Mr. White left immediately, carrying with him the deep sympathy of the Association, which he traveled so far to honor. It was with deepest regret that members saw in the dispatches dated Friday that this only daughter had died from the accident, presumably before Mr. White had been able to reach her side.

New Canadian Authors' Association Growing Rapidly

J. Murray Gibbon, president of the Canadian Authors' Association, is back from a trip to the Pacific coast during which organization meetings were held in several western centers. District associations were formed at Winnipeg, Edmonton and Vancouver, with branches at Calgary and Victoria. At the Winnipeg meeting there was an attendance of 150; at Edmonton, 70; at Vancouver, 70, and at Calgary, 65. In each center there was an unexpectedly large attendance of men and women whose names are familiar in literature, particularly thru their work in United States periodicals.

Mr. Gibbon estimates that there are now 500 members in the Canadian Authors' Association and the number may reach 1000. He is certain that the formation of the association will have the result of increasing the interest in books written by Canadian authors. Prospects for the Canadian Book Week in the fall are excellent.

Toronto.

W. A. C.

Macauley, Mrs. Ward, Detroit.
 Morris, Mrs. Anna S., The J. L. Hudson Co., Detroit.
 Clarke, Bates E., Beecher, Kymer & Patterson, Kalamazoo.

Minnesota

Watson, Mrs. Ida Josephine, The Glass Block Store, Inc., Duluth.
From Across the Mississippi
 Wirtz, George O., Allsopp & Chapple, Little Rock, Ark.
 Cary, Luther H., Berkeley, Cal.
 Shields, Hugh, Denver Dry Goods, Denver, Colo.
 Nathan, Elliott G., Doubleday, Page Book Shop, Kansas City, Mo.
 Dennis, May E., Washington University Bookstore, St. Louis, Mo.
 Hooper, T. Allen, Deseret Book Company, Salt Lake City, Utah.

The Book Binding Situation

THE Employing Binders of New York, thru the Chairman of their Labor Committee, D. S. Brassil, called a meeting of binders and publishers at the Hotel Pennsylvania on May 17th. Mr. Brassil thanked the publishers for giving such full support to the efforts of the Association to get New York binding on a better basis. He reported that every binder in the Association had stayed by the agreement and that the Hudson Bindery and the Williams Bindery which were not members of the Association had also kept to the same arrangements in the fight for an open shop.

He also stated that so far there have been no reports of publishers sending work out of the city, a practice which would have weakened the situation. Mr. Brassil said that they intended to build up organizations in every shop that would represent the highest quality of American labor, who would be willing and able to get the full product out of the machines, a point which he claimed had caused the severest handicaps under the former complete union dominance. The plants, he stated, were now producing all the way from 10% of full production up to 75% and 80%, and a score of binders who gave details of their production confirmed this estimate.

Mr. Adams, of Little & Ives, has been in particular charge of the training of the new men, and has been endeavoring to get the very best class of material. Many binders reported astonishing results from new hands.

Fifteen or twenty publishers rose to give voluntary testimony that they were standing by the binders in their effort to get the conditions wanted. In reply to questions from the publishers, Mr. Brassil stated that as soon as the shops were running normal the Employing Binders expected to be able to produce 25% more output at the same labor cost than they had before, which would mean lower prices in binding. The wages in the different classifications of workers run from \$15 to \$40 without overtime.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated for best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Albertson, Alice O.

Nantucket wild flowers; il. by Anne Hinchman. 14+442 p. col. front. pls. (part col.) il. nar. S c. N. Y., Putnam \$2.50 n.

A guide to the trees, shrubs, bushes, vines, aquatic plants, and field flowers of Nantucket Island, Mass.

American (The) commission on conditions in Ireland; interim report. 144 p. front. (fold. map) pls. pors. O [n.d.] N. Y., The Am. Comm. on Conditions in Ireland, 501 5th Ave. \$1.50 n.

Report of the public hearings held in Washington, D. C., during November, December, 1920 and January, 1921. Illustrated from photographs.

Baines, Arthur E.

The origin and problem of life; a psycho-physiological study. 12+97 p. il. D '21 N. Y., Dutton bds. \$1.60 n.

Partial contents: The monistic theory of evolution; Huxley upon the physical basis of life; Some forces of nature; Prolongation.

Beardsley, Wilfred A.

Infinitive construction in old Spanish. 14+279 p. O (Studies in romance, philology and literature) c. N. Y., Lemcke & Buechner \$2.50 n.

Bedford-Jones, Henry James O'Brien

The mardi gras mystery; front. by John Newton Howitt. 313 p. D '21 c. '20-'21 Garden City, N. Y., Doubleday, Page \$1.75 n.

A story of New Orleans at carnival time.

Beresford, John Davys

Revolution; a story of the near future in England. 7+357 p. D c. N. Y., Putnam \$2 n.

A novel in which Soviet rule is given a test in rural England, and of its effect on the mass of people generally, and of the collapse of the new government and their return to the old.

Bogart, Ernest Ludlow

War costs and their financing; a study of the financing of the war and the after-war problems of debt and taxation; with an introd. by Russell C. Leffingwell. 23+509 p. tabs. D (Problems of war and of reconstruction) c. N. Y., Appleton bds. \$3 n.

Partial contents: The basis of national and international credit; The United States as a neutral; Taxa-

tion in the United States; Financing Europe after he war; The cost of the war.

Branom, Mendel Everett, and Branom, Fred K.

The teaching of geography; emphasizing the project, or active, method. 8+292 p. D [c. '21] Bost., Ginn \$1.48 n.

Brett, Oliver

A defense of liberty; [new American ed.] 225 p. O c. N. Y., Putnam \$2.50 n.

Brooks, Charles Stephen

Hints to Pilgrims; with pictures by Florence Minard. 192 p. O c. New Haven, Conn., Yale Univ. Press bds. \$2.50

Seventeen essays, among which are "The posture of authors;" "After-dinner pleasantries;" "A visit to a poet;" "Circus days;" "A chapter for children."

Burdett, Osbert

The idea of Coventry Patmore. 14+214 p. front. O '21 N. Y., Oxford Univ. Press \$3.75 n.

An interpretation of Patmore's poetry.

Burthogge, Richard

The philosophical writings of Richard Burthogge; ed. with introd. and notes by Margaret W. Landes; [with a preface by Mary Whiton Calkins]. 24+245 p. O c. Chic., Open Court Pub. Co. \$2 n.

A study of the life and writings of this British philosopher of the 17th century.

Catullus, Gaius Valerius

Selections from Catullus; ed. with introd., notes, and vocabulary by Michael Macmillan various paging F (Oxford junior Latin ser.) '21 N. Y., Oxford Univ. Press 90 c.

Chisholm, Archibald

Labour's Magna Charta; a critical study of the labour clauses of the Peace treaty and of the draft conventions and recommendations of the Washington international labour conference. 8+192 p. O '21 N. Y., Longmans, Green \$3.40 n.

Partial contents: Political and economic reservations; The exchanges and currency; The world's food supply; Equal pay for equal work; The prevention of unemployment; The dignity of labour.

Connecticut. Board of Education

Connecticut trade and vocational education. 2+28 p. O (Trade and vocational bull. 1, ser. 1919-'20) Hartford, Conn., State Bd. of Education pap. gratis

Craig, Edwin Stewart, and Gibson, W. M., eds.

Oxford University roll of service; introd. by Sir Walter Raleigh; [containing 14,561 names of those who served in the military and naval forces of England.] 14+684 p. O '21 N. Y., Oxford Univ. Press \$6.75

Crowell, John Franklin

Government war contracts. 14+357 p. O (Preliminary economic studies of the war, no. 25; Carnegie endow. for internat. peace) N. Y., Oxford Univ. Press \$1 n.

Cunningham, J. Clinton

Products of the Empire. 300 p. il. O '21 N. Y., Oxford Univ. Press \$2.50

Curtler, W. H. R.

The enclosure and redistribution of our land. 8+334 p. O '21 N. Y., Oxford Univ. Press \$6.75

De Louter, J.

Le droit international public positif; 2 v. 11+576; 6+509 p. O (Bibliothèque internationale de droit des Gens; Carnegie endow. for internat. peace) '21 N. Y., Oxford Univ. Press \$7

A French translation from the Dutch.

De Montmorency, James Edward Geoffrey

The admiral's chair and other sketches and vignettes. 8+168 p. O '21 N. Y., Oxford Univ. Press \$2.70

The sequel to "The White Riders."

Duff-Gordon, Lady

Letters from the Cape; [written in 1861-2]; ed. by John Purves. 8+180 p. O (Oxford lib. of prose and poetry) '21 N. Y., Oxford Univ. Press \$1.50 n.

Duncan, F. Martin, and Duncan, L. T.

Animal friends. 88 p. il. (part col.) O (Wonders of animal life) '21 N. Y., Oxford Univ. Press 60 c.

Animal life in the new world. 84 p. il. (part col.) O (Wonders of animal life) '21 N. Y., Oxford Univ. Press 60 c.

Bird land. 94 p. il. (part col.) O (Wonders of animal life) '21 N. Y., Oxford Univ. Press 60 c.

Durnford, H. G.

The tunnellers of Holzminden; with a side-issue. 6+196 p. front. pls. diags. facsms. O '20 N. Y., Macmillan \$5.50 n.

A description of the capture, captivity and escape of British officers from Holzminden prison camp in 1918, telling the story of the famous tunnel and how they gained their freedom thru it.

Einert, Margaret

The rhythmic dance book. 11+92 p. front. pls. D '21 N. Y., Longmans, Green bds. \$1.50 n.

Instructions in classic dancing.

Einstein, Albert

Einstein's theories of relativity and gravitation; a selection of material from the essays submitted in the competition for the Eugene Higgins prize of \$5000; compiled and ed. and introd. matter supplied by J. Mal-

com Bird. 14+345 p. front. (por.) diags. D c. N. Y., Munn & Co., 233 Broadway \$2 n.

The prize essay and the best thought of 300 contestants for this prize, welded together into a compact unit for the layman.

Ellis, B. Eldred

Gloves and the glove trade. 3+146 p. il. pls. tabs. D (Pitman's common commodities and industries) '21 N. Y., Pitman \$1

Partial contents: The antiquity of the glove; The glove as a symbol; Sewing and finishing leather gloves; Making fabric gloves; Marketing; British glove trade organizations; Glossary and index.

Fernald, Robert Heywood, and Orrok, George Alexander

Engineering of power plants; 2nd ed. [rev.] 320 p. il. O [c. '21] N. Y., McGraw-Hill \$5 n.

Ferrar, William John

The saints of Cornwall. 64 p. front. S '20 N. Y., Macmillan pap. 60 c. n.

The stories of Irish, Welsh, Native, Saxon and other saints of Cornwall, England.

Foltzer, Joseph

Artificial silk and its manufacture; tr. from the French by T. Woodhouse. 11+244 p. il. plans diags. (part fold.) '21 N. Y., Pitman \$7.50

Partial contents: Cellulose: the mercerizing of vegetable fibres and fabrics; Solutions and apparatus for mixing; The spinning mill; Drying, humidification and ventilation; The spinning of artificial silk on continuous machinery; Organization of staff and equipment for an artificial silk mill.

Fuller, Sir Bampfylde

The science of ourselves; a sequel to the Descent of man. 10+326 p. pls. O '21 N. Y., Oxford Univ. Press \$6.50

Giacosa, Giuseppe

Giacosa; Una partita a scacchi; ed. by Ruth Shepard Phelps; [with vocabulary.] 78 p. front. S (The Univ. of Chicago Latin ser.) [c. '21] Chic., Univ. of Chicago Press \$1.30 n.

Gibbon, M. Morgan

The alternative. 303 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

The story of a girl who discovered that there were two ways of living, and that her life seemed a continuous choosing of alternatives.

Gollancz, Sir Israel, ed.

A good short debate between Winner and Waster; an alliterative poem on social and economic problems in England in the year 1352; with modern English reckoning. 114 p. facsms. Q (Select early English poems, 3) '21 N. Y., Oxford Univ. Press \$2.25

Hague Peace Conferences

Instructions adressées aux délégués Américains aux Conférences de la Hague et Leurs rapports officiels. 7+146 p. O (Carnegie endow. for international peace) '21 N. Y., Oxford Univ. Press \$1.50 n.

A French edition of the instructions to the American Delegates and their official reports.

Flack, Horace Edgar, comp.

Synopsis of laws enacted by the State of Maryland; legislative session, 1920. 56 p. O '20 Balt., Dept. of Legislative Reference pap. gratis

Guest, Gilbert, pseud. [Sister Mary Angela]

Margaret; or Was it magnetism? 101 p. D c. '20 Omaha, Neb., [Author] \$1 n.

Harger, Wilson Gardner

The location, grading and drainage of highways. 134 p. il. O [c. '21] N. Y., McGraw-Hill \$3.50 n.

Hay, John

Graphic methods in heart disease; with an introd. by Sir James Mackenzie; 2nd ed. 24+178 p. il. O '21 N. Y., Oxford Univ. Press \$5

Heindel, Max

The mystical interpretation of Christmas; five dissertations upon the subject of Christmas from the viewpoint of the mystic; showing the occult significance of this great event. 51 p. S [c. '20] Oceanside, Cal., Rosicrucian Fellowship pap. \$1

Henderson, Alexander

The lesson of the catacombs. 61 p. diags. plans il. sq. S '20 N. Y., Macmillan pap. \$1 n.

A description of the catacombs for the general reader.

Higgins, James

The story ever new; giving the most interesting events in the life of Jesus Christ as a textbook in religion for grammar grade children; [in Roman Catholic schools.] 15+207 p. front. pls. D c. '20 N. Y., Macmillan \$1.12 n.

House, Edward Mandell, and Seymour, Charles, eds.

What really happened at Paris; the story of the Peace conference, 1918-1919; by American delegates; [with an explanation by Edward Bok, and a foreword by Col. House.] 13+528 p. maps O c. N. Y., Scribner \$4.50 n.

Partial contents: Preparations for peace by S. E. Mezes; The new boundaries of Germany by C. H. Haskins; Fiume and the Adriatic problem by D. W. Johnson; Reparations by T. W. Lamont; The Atlantic fleet during the great war by H. T. Mayo; The problem of disarmament by General Bliss; The Versailles Peace in retrospect by Col. House.

Irwin, William Henry [Will Irwin]

The next war; an appeal to common sense. 161 p. front. pls. diags. charts D [c. '21] N. Y., Dutton \$1.50 n.

Partial contents: War and prophecy; The breeding of calamity; War and the race; Economics and the next war; The discipline of peace; Proposed ways to peace.

Kant, Immanuel

Fundamental principles of the metaphysics of ethics; tr. by Thomas Kingsmill Abbott; extracted from Kant's Critique of practical reason and other works on the theory of ethics; 8th ed. 102 p. S '20 N. Y., Longmans, Green \$1.60 n.

Keats, John

The poetical works of John Keats; ed. with an introd. and textual notes by H. Buxton Forman. 82+491 p. front. (por.) D (The Ox-

ford ed. of standard authors) '20 N. Y., Oxford Univ. Press \$1.75

All of Keats's known works are included in this volume.

Kropfeld, Henri

A little guide through life. 4+281 p. D '21 N. Y., Dutton \$2.50 n.

Partial contents: Science and truth; Knowledge and belief; Manners and fashions; Love and marriage; Woman; Poverty and socialism; Reading and books; The choice of books; Youth and old age.

Kukula, Richard Cornelius, and Trubner, Karl Ignatius

Minerva; jahrbuch der gelehrten welt; funfundzwanzigster jahrgang 1921. 16+1158 p. front. (por.) S N. Y., Lemcke & Buechner \$3.50 n.

Larkin, Clarence

Rightly dividing the word. 3+328 p. front. il. pls. plans diags. O [c. '21] Phil. [Author] \$3

A book of sermons.

The spirit world. 158 p. front. (por.) pls. charts diags. D [c. '21] Phil. [Author], Fox Chase \$1.50

Essays on the world of spirits, good and bad, and their relation to this world.

León, Ricardo

A son of the Hidalgos; tr. by Catalina Páez, [Mrs. Seumas MacManus]. 16+296 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A story of a corner of old Spain left untouched by modern civilization. The author is a member of the Spanish Royal Academy.

Livy [Titus Livius]

Livy; book XXI; ed. with introd., notes and vocabulary by John Pyper. various paging F (Oxford junior Latin ser.) '21 N. Y., Oxford Univ. Press 90 c.

Luce, Arthur Stern

Monophysitism; past and present; a study in Christology. 141 p. D '20 N. Y., Macmillan \$3 n.

An interpretation of Catholic Christology in terms of Bergsonian psychology.

Manly, John Matthews, and Powell, John A.

Better business letters; a practical desk manual arranged for ready reference; with illustrative examples of sales letters, follow-up, complaint, and collection letters. 167 p. facsms. forms S (Better business books) [c. '21] Chic., F. J. Drake \$1.50

Partial contents: The atmosphere of business letters; The framework of the sales letter; Details that contribute to successful sales letters; Hints on salesmanship as applied to business letters.

Marcus, Peter

New York; the nation's metropolis; with an appreciation by J. Monroe Hewlett. 64 p. front. pls. O [c. '21] N. Y., Brentano's bds. \$2 n.

A series of charcoal studies in which the architectural beauties of New York City are dwelt upon.

Jillson, Willard Rouse

Economic papers on Kentucky geology; an indexed collection of thirteen short papers and reports on the geology and special occurrence of oil

and gas, oil shale, asphalt rock, and fluorspar within the commonwealth. 10+325 p. pls. diags. tabs. il. charts maps O (Series 6, v. 2) c. Frankfort, Ky., The Kentucky Geological Survey 20 c.

Mathews, Ferdinand Schuyler

Field book of wild birds and their music; a description of the character and music of birds; intended to assist in the identification of species common in the United States east of the Rocky Mountains; with numerous reproductions of water-color and monochrome studies of birds, and complete notations of bird songs; rev. and enl. ed. 45+325 p. col. front. pls. (part col.) music charts maps nar. S. N. Y., Putnam \$3.50 n.

Melville, Herman

Moby-Dick; or, *The whale*; with an introd. by Viola Meynell. 12+675 p. S (The world's classics; pocket ed., no. 225) N. Y., Oxford Univ. Press \$1; leath. \$1.50

Newton, W. Douglas

Low ceilings. 292 p. D c. N. Y., Appleton \$2 n.

The story of a man's regeneration thru the unselfish devotion of a woman.

Pearce, Ernest Harold, Bp. of Worcester

Walter de Menlok; Abbot of Westminster. 236 p. front. O (Ecclesiastical biographies) '20 N. Y., Macmillan \$4.75 n.

The life of this medieval abbot, material for which was collected in the monument room at Westminster Abbey.

Pickworth, Charles N.

The slide rule; a practical manual; 17th ed. 132 p. il. tabs. diags. D '20 N. Y., Pitman \$1.50

Priestman, Howard

Principles of worsted spinning; 2nd ed. 10+353 p. diags. O '21 N. Y., Longmans, Green \$5 n.

Pullinger, Herbert

Washington; the nation's capital; twenty-five drawings. 58 p. front. pls. O [c. '21] N. Y., Brentano's bds. \$2 n.

Black-and-white sketches of the prominent buildings, together with short descriptive texts.

Rice, Ole S.

Lessons on the use of books and libraries; a text book for schools and a guide for the use of teachers and librarians. 17+178 p. (12½ p. bibl.) D [c. '20] Chic. and N. Y., Rand, McNally \$1

New York [State] Laws, Statutes

The civil practice manual of the state of New York; containing Civil practice act, Surrogate court act, Justice court act, City court act, Court of claims act passed by the Legislature of 1920, and the New York city Municipal court code; with separate indices to all; prepared by Edward H. Wilson. 41+151 p. O c. '20 N. Y., Clark Boardman Co., 31-33 Park Pl. \$6.50 n.

Oxford University

The examination statutes; rev. to July 10, 1920; together with regulations of the academical year, 1919-1920; to which are added the statutes and regulations concerning diplomas, admission of women students, supplication for degrees, notices about university scholarships and prizes, and the dates of university examinations; with a tab. of examination fees. '21 N. Y., Oxford Univ. Press pap. \$1.15

Retail Shoe Salesmen's Institute

Footwear merchandising, by the staff editors, Re-

tail Shoe Salesmen's Institute, in collaboration with Arthur D. Anderson, T. F. Anderson, W. F. Enright [and others]. 12+215 p. D (Training course and service for retail shoe salesmen, v. 5) [c. '20] Bost., Retail Shoe Salesmen's Institute \$3 bxd.

Partial contents: How to handle books; Story of the book; The dictionary; General encyclopedias; Atlases; Yearbooks; The card catalogue; Magazines; Public documents; Pamphlets and clippings.

A guide to Bible study; a systematic course of lessons for the Sunday school and the home; junior course; 2nd ed. 12+242 p. O '21 N. Y., Oxford Univ. Press \$1.75; also in 3 pts. bds. ea. 50 c.

Richards, Harry E.

A guide to Bible study; a systematic course of lessons for the Sunday school and the home; advanced course; 2nd ed. 12+322 p. O '21 N. Y., Oxford Univ. Press \$2; also in 4 pts. bds. ea. 50 c.

Robinson, Joseph Armitage

Barnabas, Hermas and the Didache; being the Donnellan lectures delivered before the University of Dublin in 1920. 7+119 p. D N. Y., Macmillan \$2.40 n.

Discussions about Christian re-union and theories of the ministry.

Rolt, Clarence Edwin

The spiritual body; ed. with an introd. by W. J. Sparrow Simpson. 9+145 p. D '20 N. Y., Macmillan \$2.40 n.

Partial contents: St. Paul's teaching; Illustrations from our Lord's earthly life; The nature of physical death; On the miracles of raising the dead; The mystical body and the eucharistic body of Christ.

Sargeant, John

The pronunciation of English words derived from the Latin; with preface and notes by H. Badley. 45 p. O (Society for pure English, tract no. 4) '21 N. Y., Oxford Univ. Press pap. \$1.15

Sawyer, Charles Winthrop

Our rifles. 409 p. fronts. pls. diags. il. O (v. 3; Firearms in American hist. ser.) [c. '20] Bost., Cornhill \$4.50 n.

This volume treats all aspects of rifled shoulder firearms from 1800-1920.

Scarborough, Dorothy, comp.

Famous modern ghost stories; with an introd. 19+419 p. D c. N. Y., Putnam \$2 n.

Stories by Algernon Blackwood, Andreyev, Anatole France, Ambrose Bierce, Richard Le Gallienne, Guy de Maupassant and others.

tail Shoe Salesmen's Institute, in collaboration with Arthur D. Anderson, T. F. Anderson, W. F. Enright [and others]. 12+215 p. D (Training course and service for retail shoe salesmen, v. 5) [c. '20] Bost., Retail Shoe Salesmen's Institute \$3 bxd.

Rockefeller Foundation. Internat. Health Bd.

Hookworm and malaria in Malaya, Java, and the Fiji Islands; a rept. of Uncinariasis Commission to the Orient, 1915-1917. S. T. Darling, M.D., M. A. Barber, H. P. Hacker, M.D. 8+191 p. il. pls. tabs diags. maps O '20 N. Y., Rockefeller Foundation pap. gratis

Rolvaa, Ole Edvart

To tullinger et billede fra idag [on miserliness]. 240 p. O '20 c. Minneapolis, Minn., Augsburg Pub. House \$1.50

Sandow, Thomas H., comp.

Census statistics 1920 compiled from official records. 191 p. T [c. '20] Wilkes-Barre, Pa. [Author]. 27 West Jackson St. pap. 50 c.

Scarborough, Dorothy, comp.

Humorous ghost stories; with an introd. 18+431 p. D c. N. Y., Putnam \$2 n.

Stories by Oscar Wilde, Gellert Burgess, Frank R. Stockton, Brander Matthews, Eden Phillpotts, Washington Irving, Burges Johnson and others.

Selected English short stories; 19th and 20th centuries; [2nd ser.] 9+483 p. S (The world's classics; pocket ed., no. 228) N. Y., Oxford Univ. Press \$1

Stories by Lamb, Hawthorne, Poe, Dickens, Wilkie Collins, Bret Hart, Ambrose Bierce, Henry James, Wilde, O. Henry and others.

Shaw, Ben, and Edgar, James

Foundrywork; a practical treatment of the fundamental principles of foundrywork for engineers, draughtsmen, apprentices and students; describing the tools, materials and practice of iron and brass foundries; with examples from practice. 11+115 p. diagrs. pls. plans S (Pitman's technical primers) '21 N. Y., Pitman bds. \$1

Smith, Vincent Arthur

Asoka; the Buddhist emperor of India; 3rd ed., rev. and enl. 280 p. il. map O '21 N. Y., Oxford Univ. Press \$3.85

Snow, Francis Haffkine

Red flowers. 289 p. D [c. '21] N. Y., Boni & Liveright \$2 n.

A novel, with the plot laid in Russia, where the author, an American, has lived many years.

Streeter, Burnett Hillman, and Appasamy, A. J., eds.

The message of Sadhu Sundar Singh; a study in mysticism on practical religion. 13+209 p. D c. N. Y., Macmillan bds. \$1.75 n.

The story of the conversion of Sundar Singh, a native of North India, to the Christian religion.

Taggart, Marion Ames

The Annes; front. by W. C. Nims. 8+271 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A story for girls.

Tagore, Sir Rabindranath [Ravindranatha Thakura]

Glimpses of Bengal; selected from the letters of Sir Rabindranath Tagore; 1885-1895. 7+166 p. D '21 N. Y., Macmillan \$2.50 n.

Tolstoi, Leo Nikolaievich, Count

A confession and What I believe; tr., with an introd. by Aylmer Maude. 12+390 p. S (The world's classics; pocket ed., no. 229) '21 N. Y., Oxford Univ. Press \$1

U. S. Engineers. 304th Regiment

The official history of the Three hundred and fourth engineer regiment; Seventy-ninth division, U. S. A., during the world war. 21+415 p. front. il. fold. pls. pors. maps (part

fold.) O c. '20 Phil., J. Frank Barber, 1012-18 Filbert St. \$7.50

The history of this regiment from the time of its inception in 1917 until demobilization in 1919. This book contains maps of each offensive in which it participated and also photographs taken while in action and in the various camps in America and France.

Walker, J. G.

Religion and human progress. 94 p. O (The Church's message for the coming time, XI) '21 N. Y., Oxford Univ. Press pap. 90 c.

Wallas, Graham

Our social heritage. 307 p. O c. New Haven, Conn., Yale Univ. Press \$3 n.

A criticism of contemporary civilization, pointing out that civilization is an organized conspiracy against nature.

Warren, Irene

Office records; their filing and indexing. 88 p. (2¼ p. bibl.) il. tabs. pls. S c. San Francisco, Cal., Journal of Electricity and Western Industry bds. \$1

Partial contents: The central filing system and department files; The filing department: location, arrangement and equipment; Standard filing methods; The use of files; Card records; Transfer methods and equipment; Problems of supervision and administration.

Washburn, Edward Wight

Principles of physical chemistry; from the standpoint of modern atomistics and thermodynamics; 2nd ed., rev., enl., and reset. 518 p. il. O [c. '21] N. Y., McGraw-Hill \$4 n.

Watson, Herbert Armstrong

The incarnation and personality. 221 p. O '20 N. Y., Macmillan \$3.50 n.

This book deals with the incarnation as a living power within each human personality.

Wells, Herbert George

The salvaging of civilization; the probable future of mankind. 199 p. D c. N. Y., Macmillan \$2 n.

Partial contents: The project of a world state; The enlargement of patriotism; The Bible of civilization; College, newspaper and book.

Wilson, Robert Morrison

The care of human machinery. 12+238 p. diagrs. O '21 N. Y., Oxford Univ. Press \$4.25

Winbolt, S. E.

A key to short essays for schools for fourth and fifth forms; with specimens of analysis and a subject index. 48 p. O '21 N. Y., Oxford Univ. Press pap. \$1.15

Wupperman, Carlos

The deeper faith. 7+1110 p. D c. N. Y., Putnam \$1.50 n.

A collection of short essays.

Schmidt, Louis Bernard

The internal grain trade of the United States, 1850-1860 [Repr. from the Iowa Journal of History and Politics, Jan., 1920] 31 p. O '20 c. Iowa City, Ia., State Historical Soc. of Ia. pap. 50 c.

Some significant aspects of the agrarian revolution in the United States. [Repr. from the Iowa Journal of History and Politics, July 1920] 27 p. O '20 c. Iowa City, Ia., State Historical Soc. of Iowa pap. 50 c.

Simmons, John Bell

Simmons' Wisconsin digest supp. v. 4 1503 p. O c. Chic., Callaghan & Co. \$15

Willard, Julia Colton

The garden path and other verses. 49 p. D '20 Boonville, N. Y., Garry A. Willard \$1.50

Wilson, Louis Round

Library extension services. 16 p. O (Univ. of N. C. extension leaflets) '20 Chapel Hill, N. C., Bu. of Extension, Univ. of N. C. pap. gratis

Yale, Charles G.

Gold, silver, copper, lead and zinc in California and Oregon; mines rept.; "Mineral resources of the U. S.," 1919, pt. 1. O '21 Wash., D. C., Gov. Pr. Off. pap.

A New Publishers' Weekly Feature

Following "The Story of Paper"
by Benjamin S. Van Wyck of which
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The Story of Printing

in 8 fortnightly installments

by Carl P. Rollin

Printer to the University, New Haven, Conn.

An important series of articles written especially for the book-trade by one of the country's leading authorities on typography. Under Mr. Rollin's direction the publications of the Yale University Press have become among the most distinguished in appearance of any American books, and the University have honored him by giving him an official place on the faculty.

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 " 16. *Printing in France.*
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 " 20. *Printing in England and United States*
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 " 17. *Modern Printing.*

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The Publishers' Weekly

The Publishers' Weekly

62 West 45th Street, New York

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The Publishers' Weekly

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Universal Literature, Ridpath, vols. 15 and 25.
Medical Dictionary, Stedman.
- William H. Allen, 3417 Walnut St., Philadelphia**
Ade, Genge, Anything except Fables.
Bancroft, Life of Seward, 2 vols.
Duruy, History of Greece, 4 vols. in 8, 1892.
Myers, Classical Essays.
Stanwood, Tariff Controversies, 2 vols.
- American Book Company (Calvin H. Mills), 330 East 22nd Street, Chicago, Ill.**
Frost's U. S. History Through Buchanan's Administration, or later edition; School Book.
- American News Company, Inc., 9 Park Place, New York**
The Magazine of America, Tassin; Dodd, Mead Co.
- William H. Andre, 607 Kittredge Bldg., Denver, Colo.**
Beacon cloth Carlyle.
Complete Library Edition of Thomas Hardy.
- Theo. Arnold, 333 Dolphin St., Baltimore, Md.**
Maryland Books.
- Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.**
Beveridge, John Marshall, vols. 1 and 2.
Upper Room, MacLaren, six copies.
Ulysses, Stephen Phillips, Macmillan.
- William M. Bains, 1213 Market St., Philadelphia**
Bierbower, Morals of Christ compared with Contemporaneous Systems.
Jackson's Eighteen-Nineties.
- Barnie's Bookery, 724 E St., San Diego, Cal.**
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Rice, H. L., Theory of Practice of Interpolation.
- N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.**
Kellner's Brief History of American Literature, Doubleday.
Giraldus Cambrensis, Bohn Library.
- The Beacon Book Shop, 26 W. 47th St., New York**
Chinatown Ballads, Wallace Irwin.
Life of Doctor John Dee (time Queen Elizabeth).
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- C. P. Bensinger Code Book Co., 19 Whitehall St., New York**
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Commercial Code, A1.
Pocket Edition Western Union, Liebner's.
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- W. Beyer, 207 Fulton Street, New York**
Beverages, Treatise on, by C. H. Sulz. Dickaf. '88.
- George H. Blake, 12 Highland Ave., Jersey City [Cash]**
Heath's Counterfeit Detector.
American Bond Detector.
Art and Life for January, 1920.
Anniversary Volumes of Banks.
- Bobbs-Merrill Co., 185 Madison Ave., New York**
The American Army, by W. H. Carter.
- Brentano's, Fifth Ave. and 27th St., New York**
A Complete Volume or Parts of Geographical Magazines, prior to 1905.

Brentano's—Continued

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Life of Charlotte Corday, R. R. Van Alstin.
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Poems Heretofore Unpublished, 2 vols., R. L. Stevenson.
What to See in England, Gordon Home.
Notable New Yorkers, by Moses King.
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Origin of British Colonial Policy, Beer.
Lace, its Origin and History, Goldenberg.
Life and Letters of Eliza Pinckney, Ravenet.
Best Hundred Books, Powys.
When Lady Peggy Comes to Town, Mathews.
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Swimming, Corbatt.
Handbook of Swimming.
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Internat'l. Studio Yearbooks, dealing Peasant Art in Austria Hungary.
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 Memoir of Rupert Brooke.
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 How Nature Study Should Be Taught.
 Nature Study and Related Lit.
 Biology of Seasons.
 Insects and Their Life, History and Habit.
 Life of Shakespeare, Harris.
 Art of Worldly Wisdom, Gracian.
 Sanctuary Meditation, Gracian.
 Mata, the Magician, Ingalese.
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 Romance of the Renaissance Chateau, Champney.
 History of Art in Persia, Ferrat.

Brick Row Boop Shop, Inc., 104 High St., New Haven, Conn.

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 Charles W. Eliot, University Administration, 1908.
 Smith, History of Science in the 19th Century, N. Y. 1908.
 Charles W. Eliot, Educational Reform, N. Y. 1908.
 Herbert Spencer, Education, N. Y. 1860.
 Capes' University Life in Athens.
 The Golden Age of Engraving, Frederick Keppel & Co.
 Delphin Classics.
 Yanko, The Little Musician, by Sienkiewicz.
 Richard Carvel, 1st ed.

Foster Brown Co., Ltd., 472 St. Catherine St. West, Montreal, Can.

The Orphan by Mulford.

E. Herrick Brown, 50 North King St., Honolulu, Hawaii

Hawaiian Yesterdays, Lyman.
 Hawaiian Folk Tales, Thrum.
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 Indian Dust, John Lane.
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 Esther Waters, Geo. Moore.
 Andrew's Hawaiian Dictionary.
 Profit Sharing, H. Davison.
 Painted Veils, Geo. Moore.

Brown University, Providence, R. I.

Kawakami, K., Asia at the Door, Revell, 1914.

Burrows Brothers Co., 633 Euclid Ave., Cleveland
 How to Write for Movies, by Carson.

John Byrne & Company, Washington, D. C.

Wells' Recent Economic Changes and Their Effect on Production and Distribution of Wealth.
 Daniels' Chancery Practice, 1st American ed., 1837.
 Talfourd & Stevens' Modern British Essayist, vol. 1.
 Campbell's Lives of the Law Chancellors.

Campion & Co., 1313 Walnut St., Philadelphia

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 Island of Tranquil Delights, Stoddard.
 Pretty Peggy.
 Napoleon at Waterloo, Lowe.

C. N. Caspar Co., 454 East Water St., Milwaukee, Wis.

Wisconsin Statutes, 1919.
 Glyn, His Hour.
 Kofler, Old Italian School of Singing.
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 Wetherell, Sexual Feeling in Woman.
 Major, How to Develop Your Personality.

Central Book Company, 93 Nassau St., New York
 The Marriage Process in the U. S., by Rev. S. B. Smith.

George M. Chandler, 75 East Van Buren St., Chicago

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 Bryant's Homer, Odyssey, 2 vols., large 8vo.
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 Bowers (E. F.), Sleeping for Health.
 Blavatsky, Isis Unveiled, 2 vols.
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 Athenian Society Publications, any.
 Arnold (Thos. W.), Preaching of Islam.
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 Shelley's Frankenstein.
 Maspero, Struggle of the Nations.
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 Howells, Indian Summer.
 Nares, Voyages to Polar Seas.
 Nordenskiold, Arctic Voyages.
 Nordenskiold, Voyage of the Vega.
 Minor (C. L. C.), The Real Lincoln.
 Mencken, Ventures into Verse.
 Lincoln Letters, Bibliophile Soc., 1913.
 Jowett's Plato, 5 vols., 3rd ed.
 Huneker, Mezzotints, 1st ed., 1899.
 Huneker, Chopin, 1st ed., 1900.
 Huneker, Philharmonic Soc. of N. Y.
 Huneker, Visionaries, 1st ed., 1905.
 Huneker, Egoists, 1st ed., 1909.
 Huneker, Ivory Apes and Peacocks, 1st ed., 1915.
 Huneker, Old Fogey, His Opinion, etc.
 Hobson, Chinese Porcelain, 2 vols.
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 Saintsbury, Literary Criticism, 3 vols.
 Sainte-Beuve, Portraits of the 17th Century, 2 vols.
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 Weitenkamp, How to Appreciate Prints, 1st ed., 1908.

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 Property in Land, Henry George.

Columbia University Library, New York

Leavitt, Our Money Wars, 1866.
 Peckham, G. W. and E. G., Wasps: Social and Solitary, Houghton, 1905.
 Holmes, S. J., Evolution of Animal Intelligence, Holt, 1911.

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Reich, Atlas of English History.

Cornell Co-Operative Society, Ithaca, N. Y.

de la Barca, Eight Dramas of Calderon, translated by E. Fitzgerald, published by Macmillan, 1906.

L. M. Cornwall, 227 Pa. Ave., N. W., Wash., D. C.

Loti, Rasahu, Polynesia Idyl.

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Dufour, American Vinedressers' Guide.

Saunders, Both Sides of Grape Question.

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Roberts, Culture of the Vine.

Meredith, The Grape Vine.

Rubens, Vine Books trans.

Vizetelly, Facts About Sherry.

Vizetelly, Facts About Port and Maderia.

Vizetelly, Around Lisbon and the Vines.

R. W. Crothers, 122 E. 19th St., New York

Autobiography and Life of Geo. Tyrrell, ed. by Petric, pub. Longmans.

Dartmouth College Library, Hanover, N. H.

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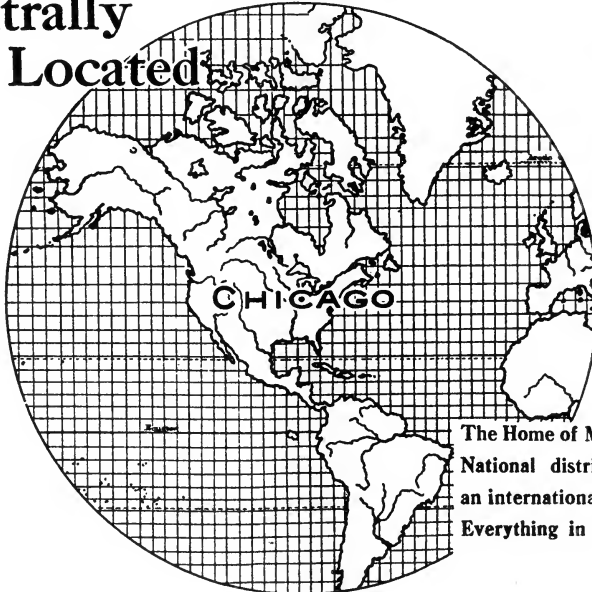
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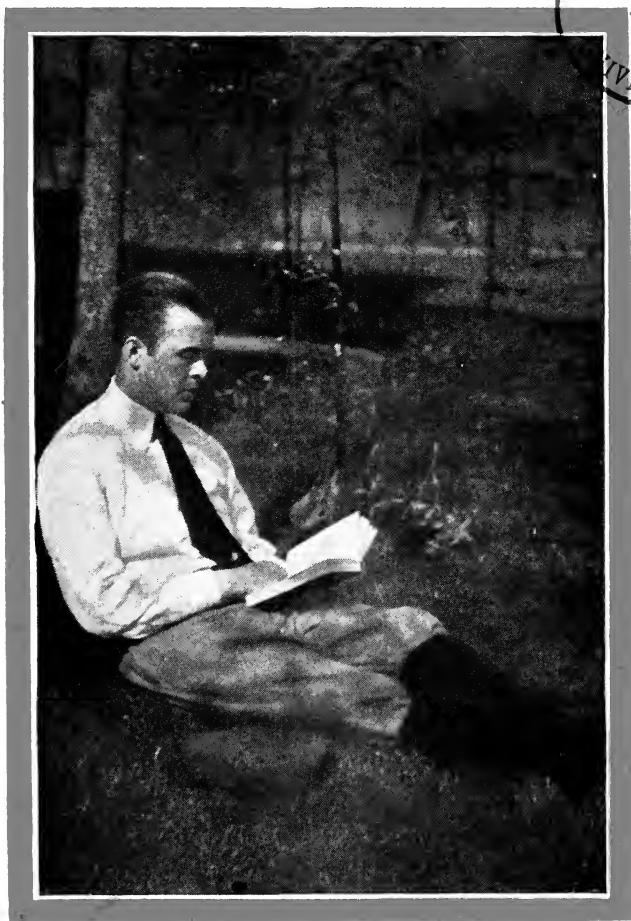
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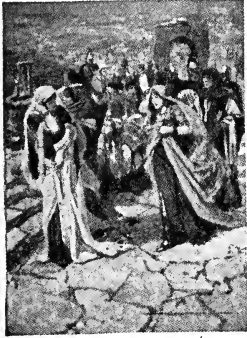
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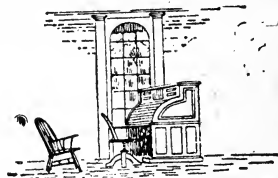
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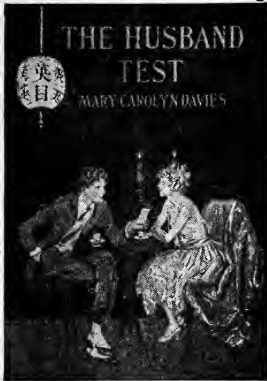
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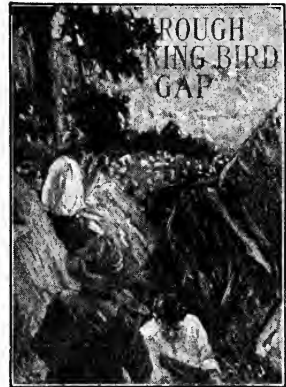
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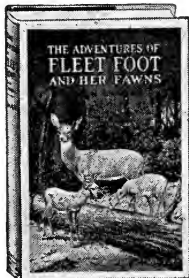
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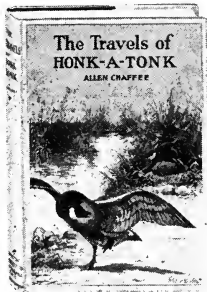


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SUMMER READING

1921

"TAKE ALONG A BOOK"

By
Hildegard Hawthorne

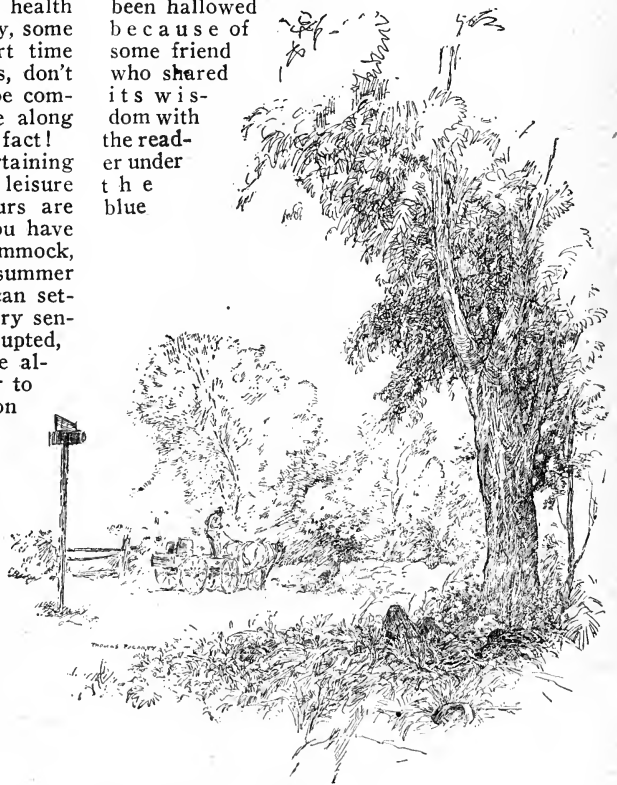
SUMMER has come back. And all over the land we are making plans and packing trunks, getting railway transportation, starting off in boats or ships. Everyone who can is leaving the cities for the country, with its thousand calls to rest, to peace, to joyous exercise, to long sweet idleness and health and play. Some go for two weeks only, some for months. But go you for a short time or a long time, for days or for weeks, don't forget, if you want your vacation to be completely delightful, don't forget to take along a book, to take along several books, in fact!

For never is a good book, an entertaining book, so enjoyable as when you have leisure in which to read it. When the hours are long with charm and silence, when you have time to lie all the morning in a hammock, or when you are driven inside by summer showers or a rainy day or two, you can settle down to a book with the satisfactory sensation that you are not to be interrupted, not to be hurried; that you are to be allowed to lose yourself in the story, or to march along new paths of information or description without a call on your time, without feeling the prick of duty. Leisure and a good book are delightful companions, and any vacation that does not know them both is only a poor sort of outing, a hollow pretense of a good time.

So take along a book, whether you go to the mountains or the sea, whether your destination is some sleepy farm or a gay resort where tennis and dancing claim most of your hours. For even in such a place you will want occasionally to be alone, to idle, to dream, to read some favorite author or explore the talents of some new one as your boat rocks with the tide, or when fogs close in and shut you from the out-of-doors. Or you will want to

make a cozy party of two, possibly, in some fragrant nook, there to read aloud to the gentle accompaniment of humming bees and warbling birds. Many a fine book has been remembered a lifetime in a frame of greenery

and bloom, has been hallowed because of some friend who shared its wisdom with the reader under the blue



"IDLENESS AND I"

FROM "LOAFING-DOWN LONG ISLAND" BY CHARLES HANSON TOWNE
The Century Co.

skies. Books read in vacation are books and vacation too. You turn the pages later and the sweet moments come again, like echoes across a lake, faint and musical.

But what are the books you should take along as you go a-pilgriming with the flowers and the birds? Who can answer that query? Hours and moods vary. There are places and moments when you will want, it may be, to have a book of poems in reach. Lying at ease in a canoe, while someone does the paddling, and the water whispers at the prow, a book of poems may prove the very thing to strike the perfect chord; for a poem may be as delicate and airy as the winged creatures that brighten thru the blue haze about you, or as solemn and magnificent as the river on which you float, mirroring the mountain peaks or the great trees on its banks. Poetry belongs with the summer and the peace of spirit summer brings. But poetry is not enough; you want other reading.

Perhaps you will seek some book that tells of the places you are to visit, that has legends to bring you of older days, or information for the present. Or you may want to learn something of bird, butterfly, or fish, to study the flora, to come to know the trees or the stars. There are books that throw wide many a curious and interesting door, opening into worlds of which you know hardly anything, and yet worlds full of beauty and wonder. Take such a book along.

And is there not, for each one of us, some book or books we long have planned to read? Some masterpiece of the past, some splendid new thing we could not find time for at home, in the press of everyday life. A novel it may be, or a history, a work of solid worth or a volume of plays, but at least not a thing of ephemeral value; a book that will build itself into your life, add a permanent asset to your mental possessions. Some such book, surely, you should take with you on your vacation.

Then there are gay tales of fun and adventure, light stories of thrilling interest, which will turn a dull day into a jolly one, while away the tedium of the necessary railway trip or fill in the wasted hour of a long wait. Two or three stories of that kind belong with every vacationist, for they have something of the spirit of vacation in themselves.

If held continually to the routine of the office, a book that takes you away to the South

Seas or that leads you to the adventurous life of a westerner in the old days when the West was really wild and woolly is a boon. Good for such a routine-tired mind too would be one of Prescott's great histories, filled as they are with color and romance, or one of Fiske's inimitable studies of our own country in the forming. A book that will broaden the horizon for you, will take you to men and places strange and new, that is the book to rest and rejoice you at the same time that the summer days and nights amid woods and fields, by stream or sea-beach, rejoice and refresh you.

Personally, a tramp, a canoe trip, any sort of country outing is never quite perfect to me unless I take along a book. Not that I intend always to read the thing; but there it is, in case of sudden need. A comfortable, slender, handy volume for the tramp, that will slip into a sweater pocket and be no burden. There are many such, holding the wit and wisdom and all the best of the stories known to us, and several of them should go along with every vacationist. Reading such a book after a ten mile hike and a lunch in the open, comfortably tucked away under a brooding tree or in the sun-flecked shade by the side of a murmuring brook, is to touch the heights of human enjoyment.

But whatever you do, take along the book or books that will give you pleasure. Don't make a task of your vacation reading, for that way failure lies. The world is full of books, and some you will like and others will not hit the mark for you. Don't try to read these thru any urging of the sense of duty. Read them for your own peculiar delight and delectation, and for no other reason.

So, by all means, take along a book when you go away to the country on that longed-for vacation. But take time to think over what book or books you are going to choose. Don't rush out the last minute and get anything in bright covers whose title seems to hold a promise. You may make a lucky hit, of course, but then you may not. Look around a little, get some advice, ask something about the new books and study a bit over the old ones. It will pay you well. For the right book taken along can give you such wonderful pleasure and occupation, can add a lustre to your whole trip, and the wrong one is just a loss and a discouragement. Take along the right book, and make it a real vacation.



WITH ITS GREAT EYE TO THE LIMITLESS OCEAN
FROM "LOAFING DOWN LONG ISLAND" BY CHARLES HANSON TOWNE

The Century Co.

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Character and Atmosphere

her home in Vermont, with its lovely children and fine and respected husband, and its rich share in the problems and progress of the neighborhood, comes another man who brings a sudden fierce questioning of all that she has taken for granted as the order of life. The sane philosophy of life which characterizes Dorothy Canfield's "The Squirrel Cage," "The Bent Twig" and her short story work dominates this new novel. (Harcourt.) \$2.

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Andrew Lackaday is a notable addition to the noble army of Locke heroes—more silent and serious than some, perhaps, more marked by war and world stress, but with the same peculiar loveliness, the same Quixotic charm. He was born and bred in a circus tent and until the war had lived the life of a mountebank. From a private, he rose rapidly to brigadier-general and could have married into the aristocracy, but chose to honor, until fate released him, a woman of the people who had shared his ups and downs. (Lane.) \$2.

MAJESTY

By *Louis Couperus*

In "Majesty" the great Dutch novelist treads ground very different from that trodden in either "The Tour" or the novels descriptive of society in his native land: "Ecstasy," "Old People and the Things that Pass" and the four volumes forming "The Books of the Small Souls." His characters are members of that highly specialized family whose branches, until the Armistice of 1918, furnished reigning houses for nearly all the countries of Europe; we see none save rulers and princes and the individuals of their immediate environment. Yet all these people are human and real; they live and breathe before our eyes; and Couperus fathoms their souls no less profoundly and with no less apparent ease than those of the more familiar characters of his purely Dutch novels. Couperus writes his story entirely from within, as tho he himself belonged to one



A VALENCIA FISHER GIRL
JACKET ILLUSTRATION FROM "THE MAYFLOWER"
BY BLASCO IBANEZ
E. P. Dutton & Co.

THE MAYFLOWER

By *Vicente Blasco Ibáñez*

This latest translation from the author of "The Four Horsemen of the Apocalypse" deals with the grim battle for existence fought by the humble fisher folk of Valencia and particularly with four people, two men and two women caught up and whirled relentlessly toward tragedy. Pascualo, the strong and silent fisherman waxes important and well-to-do, amid boisterous good fellows, and scenes of jollity, blessed with a pretty wife and a sturdy boy, until the storm bursts. It is a literal as well as a figurative storm, a hurricane, which descends with tragical consequences upon the fishing boat containing Pascualo, Tonet, the brother who had stolen his wife's love and the little boy. (Dutton.) \$2.

THE BRIMMING CUP

By *Dorothy Canfield*

This is the story of the few months that test a life. The moment chosen is the period of early maturity of a happily married American woman whose innate honesty and wide culture have freed her from the merely conventional trammels to feeling and action. Into

of the imperial or royal families which provide him with the protagonists of his story. There are tears in it as well as play comedy. (Dodd, M.) \$2.

sees too far for to-day and will make no compromise with reality. Shunned by his friends, taunted by his enemies, placed under suspicion and finally on trial, he incurs the anger of the press and of the mob. Then he comes face to face with another father whose only son has been killed by the enemy, but whose reaction has been only an increase of hate and bitterness. The outcome of this situation is inevitable. (Holt.) \$2.



DREAMS
JACKET ILLUSTRATION "COQUETTE" BY
FRANK SWINNERTON
George H. Doran Co.

COQUETTE

By Frank Swinnerton

Sally Minto, a milliner's assistant, is an ambitious child of seventeen at the outset, who imagines for herself a future of wealth and power. She falls in love, however, with a neighbor of her own class, but fate offers her a step up in life in the person of her employer's son. This triangle situation makes a story with tragical elements, the bare outline of which may sound like melodrama, but which in reality is a shrewd, intimate, and realistic study of a unique character and a special section of life. (Doran.) \$2.

CLERAMBAULT

By Romain Rolland

Clerambault is a famous nationalistic poet whose latent idealism and love of humanity are too strong to survive the inconclusive struggle in the trenches and the loss of his only son. He experiences a spiritual crisis and comes out an unyielding pacifist. His ideals are beyond question high, his character above reproach, his patriotism undoubted, but he

THE GREEN BOUGH

By E. Temple Thurston

The fact that there never was an opportunity for Mary Throgmorton to meet a man she could marry who wished to marry her, and that the man who did fall in love with her was already married was not a reason in Mary's mind that she be denied her destiny of motherhood, a destiny for which her whole being was eminently fitted. The man is a mere incident and practically disappears to re-enter the story only when Mary's son has grown strong and splendid under her care, bringing about a complication which threatens the hard-won happiness of the mother. It is the war that sets the final seal on Mary's heart and story. (Appleton.) \$2.

THE SEVENTH ANGEL

By Alexander Black

An opening scene in which a slight, high-spirited girl swiftly and quietly knocks down a tall stranger, who is about to start a fight in a restaurant, is sufficiently intriguing to make any reader finish the book, but one gets a great deal more than the explanation and consequences of that dramatic moment. With Ann Forest, the knocker-down, the act is somehow symbolic—she has a passion to prevent trouble, to avert difficulties—at whatever cost to herself. Modern to the last minute, with the enthusiasm of daring youth and innocence, yet sophisticated by uncompromising war experience in France, she is a heroine worth following thru the many phases of her career. (Harper.) \$2.

FIGURES OF EARTH

By James Branch Cabell

"Figures of Earth" is the first book written by Mr. Cabell since the famous and ill-fated "Jurgin." It is "a comedy of appearance," the story of Manuel of the High Head, he who was called Pigtender and afterwards was named Manuel the Redeemer, and of how, by dint of doing the expected thing, he rose from herding the miller's pigs to become Count of Poictesme. Set in the mythical country of Poictesme, in that legendary time when "almost anything is more than likely to happen" it is an integral part of that group romance to which belong "Jurgin" and "Domnei." (McBride.) \$2.50.

THE FEAST OF LANTERNS

By Louise Jordan Miln

This Chinese story sings the praises of Chinese character, of the Chinaman's love of beauty, nature and justice and of the high esteem in which he holds womankind. It is rich in descriptions of Chinese home life and customs. The story is of a Chinese girl, Ch'eng T'ien Tzu, who was sent to England at the age of ten to be educated. After years of loneliness on alien soil she returns to her own country with a great sorrow in her heart. But she has come with a sacred trust: to keep the old China alive in her ancestral home. (Stokes.) \$2.

THE HALL AND THE GRANGE

By Archibald Marshall

This new story by the author of "The Clintons," etc., is in Mr. Marshall's customary tranquil vein, set in the background of English country familiar to his readers. Heavy after-the-war taxation has greatly affected the position of the Squire of Hayslope as a landowner and he is also suffering from financial difficulties. The fortunes of his younger brother, also living at Hayslope, have been going up while the Squire's have been going down. Friction arises between the two families until the brothers, their wives and finally their children are all drawn into it, and the country neighbors take sides. As the story develops it reveals the characters of all these people. (Dodd, M.) \$2.

ALICE ADAMS

By Booth Tarkington

"Alice Adams" is a study of an American family during the evolution of a small town into a big city. A family left behind in its remorseless pace. It tells of the family's attempts to catch up socially and financially, and how, in the person of the daughter, it finally set out on a quiet road of its own, a quest not of pursuit, but of a firmer and finer reality. In particular it is the story of Alice Adams, a "smart" girl and a "right pretty" girl, worthy of a leading position in society, but lacking what Mrs. Adams called "background," a fine house to entertain in, ample wardrobe, and the other things only wealth makes possible. While all the Adams are truthful portraits, they hold a subordinate place to Alice herself, vital, alluring and capable of romance. (Doubleday, P.) \$1.75.

THE OLD MAN'S YOUTH AND THE YOUNG MAN'S OLD AGE

By William De Morgan

The main part of the book is pure De Morgan, of "Alice-For-Short" and "Joseph Vance" memory, its narrative set forth "as told by Eustace John," one of its principal characters,

who recounts the fortunes and adventures that befell his family. The book depends for its plot on various startling dramatic incidents which would seem quite incredible if approached by a method less indirect and persuasive. The far-reaching results of unpacking several mysterious boxes, inherited by Eustace John's mother, the unsuspected murder by which his sister's governess gains a preposterous object, and other extraordinary episodes such as De Morgan loved to play with—all these are pictured with an imagination which never loses its fresh vitality and with a firmness of touch which never falters. This second posthumous work was completed by Mrs. De Morgan. (Holt.) \$2.

JENNY ESSENDEN

By Anthony Pryde

This story presents a picture of a valorous yet defenceless man relentlessly pursued by two females of the species. The first is a woman of romantic impulses and worldly actions who actually proposes to him. The other woman is a fascinating and unscrupulous young widow, who exercises her well-known powers of seduction upon him with no inconsiderable success. From the battle of wits between these two contestants the story grows. (McBride.) \$2.



"YOU BETTER BE GIVIN' SOME OF THESE BERRIES THE EYE SO THEY'LL ASK YOU TO DANCE."

FROM "ALICE ADAMS" BY BOOTH TARKINGTON
Doubleday, Page & Co.

A MENDER OF IMAGES

By Norma Lorimer

A dramatic story of peasant life in Sicily which takes one away from the beaten paths of romance. By the author of "A Wife Out of Egypt." (Brentano.) \$2.

THE ROAD TO NOWHERE

By Eric Leadbitter

This is the story of the development of the children of a small English tradesman, done with minute artistry of a Dutch interior by an old master. It is a luminously detailed chronicle of Mr. and Mrs. Peeping, and of their three children (Jacobs.) \$2.

JAKE

By Eunice Tietjens

Miss Tietjens, whose poetical work is well known, here draws from life a portrait of Jake, a self-made product of the Mississippi Valley, a combination of human strength and weakness. She shows us, too, Jake's selfish mother, and his second-rate wife and reveals the clash of their lives. Another story of a life of richness and completion for man and wife in mutual love and joy in their children runs side by side with Jake's, tho the two seldom touch. (Boni & L.) \$2.

GROWTH OF THE SOIL

By Knut Hamsun

This work, the one for which, in all likelihood, the Nobel prize for literature for 1920 was awarded the author, is based on the theme that all things spring from the soil. The lives of Isak, the peasant who occupies government land in Norway, of Inger, the woman who settles herself upon him as wife, and of their children are told in straightforward narrative, with penetration and with literary sincerity. The book gives an unusual insight into the eternal conflict between the forces of nature and the same conflict always in progress between the two sides of man's dual nature. (Knopf.) 2 v. \$5.

SCATTERGOOD BAINES

By Clarence Budington Kelland

"The best way to make money is to let smarter folk'n you be to make it for you" is the belief of David Harum's Yankee prototype. Never was in all New England a fatter, shrewder, more imperturbable trader than Scattergood. He sold blankets and kitchen stoves and penny whistles, and swapped corn-seeders and patent harrows for titles to land which the owners thought worthless but he thought otherwise. He built saw mills and railroads and outmaneuvered his enemies. Yet some of his shrewdest deals brought more happiness to others than coin to him. The final step which marked his climb to greatness was taken when he defeated in open battle, the political boss of the state and came away with the legislature in his pocket. (Harper.) \$2.

BEAUTY AND NICK

By Philip Gibbs

"Has the stage, the so-called artistic temperament, or the advanced feminism of this sex and shekel cycle ever yet given to any man a wife—to any child a mother—to either husband or child a home? Are the exceptions so rare that they only emphasize the rule?" This is the theme of a novel by the author of "Now It Can Be Told," the British war correspondent who has made so many friends on this side of the water. It is a story of the life of an international celebrity, of her husband and of a remarkable son who pays. (Devin-Adair.) \$2.

THE NOISE OF THE WORLD

By Adriana Spadoni

The story of the struggle for adjustment between a husband and wife, the emotional and intellectual inter-reactions of two idealists. Anne, the attractive product of a middle class environment, seeks permanent and unchanging beauty. She rebels against the material confusion of her mother's housekeeping and the intellectual confusion she finds in the world of ideas opened up by her marriage. Her quarrel with her husband takes her to the solitude of high mountains and she learns at last how to find calm and happiness. (Boni & L.) \$2.

THE TRAGIC BRIDE

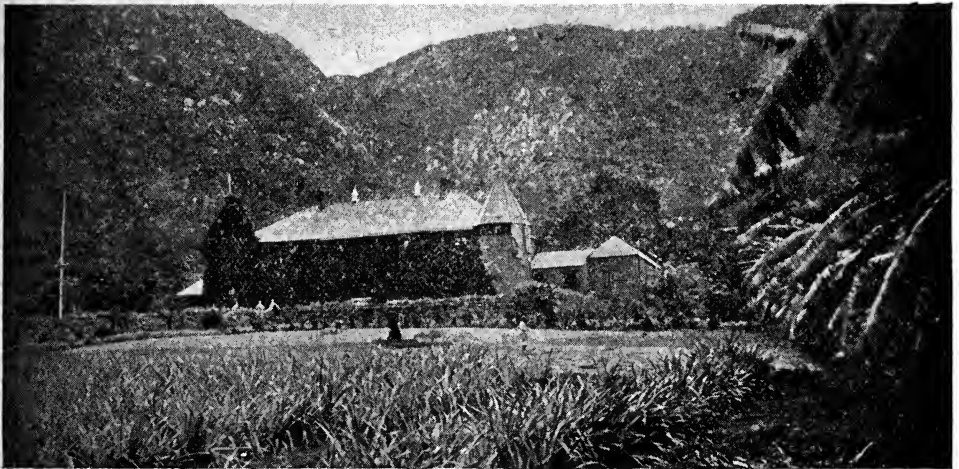
By Francis Brett Young

This is the convincing story of a bafflingly ingenuous young Irish girl of gentle blood but unconventional upbringing. Gabrielle Hewish's first love affair, which ends tragically before it is fairly begun, is followed immediately by a desolate marriage to a man much her senior, so that she is still an unawakened child when Arthur, a charming but abnormal youth, her husband's pupil, comes into her life. This unique situation is worked out without sensationalism and with all the beauty of style and richness in atmosphere which endeared "The Young Physician" to discriminating readers. (Dutton.) \$2.

THE LOST GIRL

By D. H. Lawrence

The story is of a deteriorating middle class English family against the background of a drab commercial town and particularly of the daughter of the family, Alvina Houghton, who becomes "lost" in the sense that she fore-swears caste and respectability. As a young girl the youths of the town had never attracted Alvina nor had they sought her out. Her emotional experiences are, therefore, limited until she chances to fall in with a third class troupe of vaudeville artists who visit the town. Alvina comes under the spell of the personality of one of the performers, an Italian dancer, and from that point he dominates her life. (Seltzer.) \$2.



THE HOME IN NYASALAND, SOUTH AFRICA, OF SIR HARRY JOHNSTON
AUTHOR OF "THE MAN WHO DID THE RIGHT THING"
Macmillan Co.

THE MAN WHO DID THE RIGHT THING

By Sir Harry Johnston

Africa is the main scene of this new novel by the author of the "Gay-Dombey's." The heroine, an English country school teacher, is very much such a person as Carol of Main Street and would you believe it? she finds a Main Street in the very middle of Africa. For the missionary station to which her earnest young husband is attached is quite the dreariest place in the world for Lucy. There is another man in the case, a youth in high social circles whom she met on the voyage to Africa and his reappearance serves to complicate matters. It is a stirring tale, a book for people who love adventure as much as for those who love character drawing. (Macmillan.) \$2.50.

MY SON

By Corra Harris

Humor, religion and common sense adorn this story wherein those who felt the charm of "A Circuit Rider's Wife" may follow the family fortunes chronicled by the same spicy recording angel. Mrs. Thompson, wife of the unworldly old saint of a circuit-rider, is the mother of Peter, the young hero of the present tale. Against her silent desire, he embraces the ministry and from auspicious beginnings, he advances thru developing incidents until he becomes the brisk, efficient, popular pastor of a modish city church. But in the disturbing conditions of life and thought in the post-war maelstrom, something happens to his smugly functioning personality and by drear degrees he loses his cocksureness but eventually gains his own soul. (Doran.) \$1.90.

Romances in Many Settings

SEED OF THE SUN

By Wallace Irwin

Zudie and her sister Anna, a widow with several children, had suffered so much from living under the rigid régime of their Aunt Julia that they hailed with delight the idea of going out to California to live among the Japs on a farm. They did not find it all plain sailing there, for they were soon entangled in the Japanese problem. The book takes one straight into the heart of Californian life, among the Americans, the Japanese and the Americanized Japanese, but it is not all problem. A man on a neighboring farm provides romance for one sister, while the other is happily supplied with a lover who drops from the skies. (Doran.) \$2.

THE WRONG TWIN

By Harry Leon Wilson

In a typically Wilsonic tale, human, humorous, and American, Mr. Wilson tells the story of the "occasionally orphan" twins, Merle and Wilbur, whose father, a philosophical printer, had a habit of stepping suddenly on to the "sixty-eight" on the way to anywhere. In his absences, spinsterly Winona Pennington undertakes to make gentlemen of the twins with unequal success. An adventure with Patricia, daughter of the aristocratic Whipples, precipitates the adoption of one of the twins into this family. How the Whipples discover that they picked the wrong twin, with Patricia leading the discovery, is the point of the story. (Doubleday, P.) \$1.75.



WHERE GALUSHA FINDS ADVENTURE
 JACKET ILLUSTRATION FROM "GALUSHA THE MAGNIFICENT" BY JOSEPH C. LINCOLN
D. Appleton & Co.

GALUSHA THE MAGNIFICENT

By Joseph C. Lincoln

How would a vacation on Cape Cod appeal to you for this summer? Out of the question? No, not at all. You can always get the real flavor of the Cape in a novel by the author of "Shavings," and here is a new one which experts have judged to be worthy of being placed with the other genuine "Joe Lincolniana." Galusha Bangs, a noted Egyptologist who in his college days had earned the nickname of "The Magnificent" because of his quaint ideas and absurd mistakes, comes to East Wellmouth, to visit some friends in their summer cottage. The cottage, however, is closed and Galusha is stranded with no port in sight. Fortunately he finds shelter in the home of a comely middle-aged spinster with results both romantic and humorous. (Appleton.) \$2.

OUT OF THE AIR

By Inez Haynes Irwin

David Lindsay, a young aviator, recently returned from France, retires to an old house in New England to do some writing, and discovers gradually that the place is haunted. He soon finds out that his mysterious visitors are trying to give him a message which he cannot understand, but which he soon realizes is becoming a matter of life and death. Out of this extraordinary situation emerges a romance, in which mystery and realism are combined to an unusual degree. It is difficult to decide who is the heroine of the story, the lovely, sad, dead woman who haunts it or the beautiful, gay, modern young girl who is at the heart of it. (Harcourt.) \$2.

SWEET STRANGER

By Berta Ruck

The Sweet Stranger is a charming American girl who appears as a fleeting vision to a young British officer. It is love at first sight for the young man, and without knowing the vision's name he pursues her over the Atlantic from east to west and west to east until he finds her in the White Mountains in the midst of storms of more kinds than one. There is a parallel love story of the youth's sister, the narrator of the romance, and one of a couple known to their American friends as "The Temperamental Twins." (Dodd, M.) \$2.

IN RED AND GOLD

By Samuel Merwin

Samuel Merwin has the trick of luring the reader of analytical fiction into breathless adventure and at the same time pulling the lovers of adventure into a keen interest in motives and mental conflicts. "In Red and Gold" opens on a river steamer in China and these are the characters, thus assured in that limited space of the practical unity of place: an American millionaire; his son, a young man of twenty or so; the captain of the steamer; Griggsby Doane, the hero of "Hills of Han"; two all-round and well-known criminals; an adventures of the cleverer type; a high Manchou official, and his American educated daughter. Take all these diverse types, confine them on a steamer as revolution is brewing and you have the makings of wonderful drama. (Bobbs-M.) \$2.

THE SISTERS-IN-LAW

By Gertrude Atherton

Class-consciousness, socialism, feminism, sex, the war, are flashed upon the screen of this novel in which the central figures are two women: Alexina Groome, young and rebellious member of the old aristocracy of San Francisco and Gora Dwight, outside the charmed circle and bitterly resentful of the fact. At the time of the earthquake, a young Englishman has become an influence in the lives of each—in Gora's, as a comrade, in Alexina's as a lover. Later on the two women become sisters-in-law, but Alexina is disappointed in her marriage and is looking for a means of economic independence when the war opens a way. After the war and twelve years after their first meeting with the Englishman, Gora and Alexina find themselves in Paris and rivals for his love. (Stokes.) \$2.

BEAUTY AND MARY BLAIR

By Ethel M. Kelley

With audacity and very modern cleverness, Mary—one of those eighteen-year-old combinations of sophistication and naiveté that are so perplexing a feature of the present day—tells her own story. It is a story of philandering parents, of family life in disintegration, of her own innocent and unguided following of the will-o'-the-wisp of disinterested love to the very brink of disaster. In a most vivid, vivacious, and informal style the author shows the effect of such a family life on a sensitive and ardent girl in whom the desire to be a "good sport" is much stronger than her grandmother's desire to be a "perfect lady." (Houghton M.) \$2.

THE KINGDOM ROUND THE CORNER

By Coningsby Dawson

Thousands of stricken homes were cheered during the war by Coningsby Dawson's "Carry On" and "The Glory of the Trenches." Now after these books which grew out of his war experience he has returned to fiction. He writes of Tabs who came back from the war to find the Kingdom he had built up in his dreams fading from him. Terry, the beautiful, the audacious, had been this Kingdom. Now— But it is there, as Tabs came to learn, for every man and woman—the kingdom round the corner. This is the story of Tabs' search for his Kingdom and how he found it—just round the corner. (Cosmopolitan.) \$2.

THE TRYST

By Grace Livingston Hill

Driven from home by the appalling knowledge that she is not wanted, Patty Merrill is forced to take a position as companion to a short-tempered maiden lady and goes with her to North Carolina. Here she sees a young man whose face is strangely familiar and learns that he is John Treeves, a millionaire's nephew. Treeves tries to renew the acquaintance, but Patty determines to hide her identity. These two lives, however, draw closer and closer together and when Patty learns of a plot to blow up the millionaire's factory she discloses her identity. Once this has happened, affairs move swiftly to the unraveling of the mystery that surrounds Patty's life and the fulfillment of the love of the young people. (Lippincott.) \$2.



"I'M SORRY," TABS. APOLOGIZED. "I DIDN'T MEAN ANYTHING UNKIND."
FROM "THE KINGDOM ROUND THE CORNER" BY CONINGSBY DAWSON
Cosmopolitan Book Corporation

THE HUSBAND TEST

By *Mary Carolyn
Davies*

Bettina decides to throw the shackles of strict convention to the wind and see life as it is. She quarrels with her very proper fiancé and shows her independence by attending a Greenwich Village ball. There she meets Temp, an ingenuous and unsuccessful poet. They fall violently in love, but it is significant that it is Bettina who pays the taxi fare. Bettina breaks her engagement with the proper fiancé, but promises to test each of the men for a month to see which will make the better

husband. The result is unexpected.

(Penn.) \$2.



THEY HAD A VERY BEAUTIFUL WALK
FROM "SISTER SUE" BY ELEANOR H. PORTER
Houghton Mifflin Co.

SISTER SUE

By *Eleanor H. Porter*

Just before her death Mrs. Porter completed this novel which she considered her best. It is the story of Sue, the talented daughter of a rich banker. She had looked forward to a musical career, but her dreams were shattered when her father's loss of health and fortune forced her to become the support of the family, which included a flighty sister and a selfish brother, by giving music lessons to the village children. But a day of triumph comes for Sister Sue when a great violinist visits the little town, and in the romance which follows Sue is more than repaid for her self sacrifice. (Houghton M.) \$2.

STAR DUST

By *Fannie Hurst*

All those who have enjoyed Miss Hurst's short stories or have seen the film version of her famous "Humoresque" will have a special interest in her first long novel. It is the story of a young woman who broke away from her dull commonplace surroundings in a western city and her equally dull, ordinary husband to fulfil her dream of becoming a great singer. In New York she parts with one illusion after another in her struggle to find a place. When the event of motherhood finds her penniless she resorts to desperate measures. Henceforth her life is devoted to her "wonder child" in whom eventually she finds her own dream realized. (Harper.) \$2.

THE ENCHANTED CANYON

By *Honoré Willis*

The scene of this new novel by the author of "Lydia of the Pines" shifts from the slums of New York to the Grand Canyon of the Colorado, to Washington's high politics and back to the Canyon. The actors are a rugged hero who suggests Still Jim of the author's novel of that title; a beautiful desert heroine; a droll negro servant; and minor characters. Inspired by the beauty and majesty of the western out-of-doors, the hero finds the regenerative power necessary for him to solve his life problem. (Stokes.) \$2.

PRINCESS SALOME

By *Burris Jenkins*

Burris Jenkins in "Princess Salome" has produced an extraordinarily vivid story centering around the closing years of Christ's life. The two outstanding features of the tale are the sumptuous pictures of Oriental splendor and luxury in the first part, and, later, the intimate and dramatic portrayal of the Nazarene's tragic closing period. The intense and beautiful devotion of Stephanas and Salome, the central figures, is depicted in the first part in a series of scenes of exotic richness; in the latter part, the characters of the Christ drama are one by one introduced in the events which led up to Gethsemane. The author's picture of the period is more imaginative than historical, and the contrast between oppressed Jews and Roman oppressors is painted in simple blacks and whites. (Lippincott.) \$2.

Adventure and Daring

THE MYSTERIOUS RIDER

By Zane Grey

Rapidity and intensity of action, fresh colorful incident, swiftly outlined setting, and trenchant comment are characteristic of this new novel from the author of so many "best sellers." The mysterious rider of the title is a man not quite understood but respected for his deadly aim with a gun. He appears on the scene just in time to help Columbine Bellounds from a difficult situation. Her foster father has set his heart on her marrying his worthless son, but Columbine is in love with a young cowboy. From the moment of the stranger's appearance he dominates the situation and ultimately insures Columbine's happiness in which he seems to take a special interest. (Harper.) \$2.

DESERT VALLEY

By Jackson Gregory

When a new and young college president who had adhered to the doctrine of "punch and pep" dismissed Professor Longstreet from the chair of geology because he was academic, the old gentleman swore he would prove his theories by the test of actuality, and taking his daughter Helen, set out for Desert Valley to find gold. There they fell in with Allen Howard, a rancher, who immediately lost his heart to Helen. This event added but one more complication to a life already troubled by the struggle to pay off debts in the face of a feud with the bad man of the region. From these and other complications arises an exciting story which gives a true picture of southwestern life. (Scribner.) \$2.

THE YELLOW HORDE

By Hal G. Evarts

If you're fed-up with eternal triangles, flappers, soulful heroes and cavemen, detectives and the other conventional fiction stage-sets, try this brand new variety. Why hasn't anybody else ever thought of this idea of using a coyote pack—the wiliest, shrewdest little beasts on four feet—for the characters in a story? At the head of the pack is Breed, a yellow half-breed wolf-coyote, with all the strength of limb of the one strain and the uncanny sagacity of the other. How he wins his mate, the feud with the lone grey wolf, Flatear, Breed's hard won knowledge of men, and the many fierce midnight forays of the pack cram these pages with a novel kind of interest. Mr. Evarts' first story "The Cross Pull" revealed him as a writer of animal stories that recall Jack London's. The present story is in the same vein. The illustrations are by Charles Livingston Bull. (Little, B.) \$1.75.

THE PATH OF GOLD

By William Almon Wolf

When Stephen Thayer goes to Haiti to try to redeem himself after his failure in a business position, he finds himself manager of a bankrupt railroad in a chaotic country. To make matters worse, he incurs the enmity of its President as well as that of a rascally American. Thayer's connivance in the elopement of the President's daughter helps matters not at all and before matters are straightened out, adventures and surprises follow in quick succession. (Reynolds.) \$1.50.

THE VAGRANT DUKE

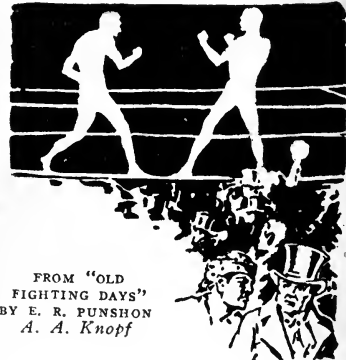
By George Gibbs

Peter, Grand Duke of Russia, forced to flee for his life, his vast possessions destroyed by the Reds, comes to America to the estate of Jonathan K. McGuire as superintendent. There besides his other duties he must guard the personal safety of his employer who lives in dread of a certain enemy. And there, as plain Peter Nichols, the Duke meets a simple country maid with a wonderful voice. Fortunately Peter's education has fitted him both for his regular duties and for giving singing lessons to a pretty girl, while his natural resourcefulness make him equal to the amazing complications that pile one upon another. Unrest and conspiracy among the men; forest fires viciously started; the wicked schemes of the arch-fiend Hawk Kennedy; and the cheating wrong done Beth give Peter Herculean tasks, but he accomplishes them all triumphantly. (Appleton.) \$1.75.

OLD FIGHTING DAYS

By E. R. Punshon

A lively story of adventure in Merrie England in the days when knighthood's jousting had given place to the great matches of champions in the squared ring; when a man's knowledge of the manly art was his best friend on a lonely road. It is the story of young Harry Holme: how he wins name and fortune for himself and the love of a beautiful girl, and how he saves England in a moment of dire need at the time of the threatened Napoleonic invasion. (Knopf.) \$2.



FROM "OLD FIGHTING DAYS" BY E. R. PUNSHON A. A. Knopf

THE SHEIKBy *E. M. Hull*

This popular romance of the desert is the story of the kidnapping of an English girl by an Arab sheik who keeps her a captive in his tents. It is a tale of passion and rapid action revealing the life of an Arab Sheik and giving an absorbing study of the psychology of woman.

(Small, M.)

\$1.00

TARZAN THE TERRIBLEBy *Edgar Rice Burroughs*

In this latest addition to the popular Tarzan books, Tarzan's search for his wife, Lady Jane leads him into a wild unknown part of Africa. He crosses a high mountain range and descends into a valley where his way is barred by strange creatures of pre-historic types, left-overs of the stone age. The strength and cunning of the apeman are taxed to the utmost to conquer these creatures of a bygone age. His struggle with these enemies is related in Mr. Burroughs' characteristic manner and will furnish material for more screen representations.

(McClurg.)

\$1.00

SHE AND ALLANBy *H. Rider Haggard*

Rider Haggard's romances have held a place of their own ever since the sensation produced by his "She" so many years ago. In this novel he has brought together Allan Quartermain, that practical and unimaginative hero of so many tales and a fantastic, elusive, dreamlike heroine, the unforgettable Ayesha, "She-who-must-be-obeyed. All the memorable and haunting figures recur, too, in these pages: the gigantic Zulu king, Umslopogas, Zikali, the dwarf and a long vista of names and memories from earlier volumes. (Longmans.)

\$2.25.

THE PROFITEERSBy *E. Phillips Oppenheim*

Arriving in England after the war, John Philip Wingate finds himself almost immediately involved in a fight with unscrupulous Peter Phipps, head of the profiteers, his old time enemy. Phipps is cornering the world's wheat supply thru the British and Imperial Granaries, Limited. Wingate, who is a veteran of the war, unexpectedly encounters the Countess of Dredlington and recognizes her as the Sister who nursed him in France. Her rotter husband is on Phipps' directorate, and there is no love lost between him and the Countess. How Wingate sets out to smash the trust and bring down the price of bread, how he nearly falls into the trap set by the profiteers, how Lady Dredlington's fair name is almost besmirched are elements in a genuine Oppenheim romance of the "best seller" brand.

(Little, B.)

\$2.

JACOB'S LADDERBy *E. Phillips Oppenheim*

The bankrupt Jacob Pratt, a middle-class Englishman, suddenly becomes a millionaire and from that day adventure begins for him. He is besieged by sharpers and to do or to be done becomes the question. When wits fail his enemies resort to force. Two girls supply romance and the reader is assured a lively time in climbing the rungs of "Jacob's Ladder."

(Little, B.)

\$2.

THROUGH MOCKING BIRD GAPBy *Jarvis Hall*

Alec Stanley, because he has lost an arm in the war, feels that he is good for nothing but the scrap heap. Dominated by this obsession he practically forces his fiancée to break their engagement. In the New Mexico mining town where he goes to try to forget, a girl pal teaches him that he is no longer useless and when the Mexican bandits pour over the border, Alec discovers he can put up as good a fight as the next and that he is still worthy of his sweetheart.

(Penn.)

\$2.

GUNSIGHT PASSBy *William MacLeod Raine*

Dave Saunders is the typical care-free rider of the cattle-range, thoughtlessly enjoying life as he finds it. But his happy existence is interrupted by a false charge of manslaughter, which sends him to the penitentiary. After two or three years he comes out—taciturn, self-contained, and rather hardened. He goes back to the range to find that the discovery of oil has changed the color of the life there. The white-hot excitement which attends the feverish game of oil-discovery and promotion brings out the best and worst in the men and women round him. The new game proves to be far more exciting than the range-riding of the old West. All lovers of swift adventurous action on the mountains, deserts and ranches of the West will enjoy Mr. Raine's latest picture of western life. (Houghton F.)

\$2.

VAL OF PARADISEBy *Vingie E. Roe*

"Val," is a fearless, beautiful girl, the idol of all the cowboys on her father's great ranch, called "Paradise." She can ride and shoot, and if necessary flirt—a vigorous, lovely, young out-of-doors girl. Velantrie of the Border is conspicuous, too, even in a country of recklessly brave men. But the course of true love in the case of Val and Velantrie is more than usually rough. There are holdups, vigilance committees, gallop of horses' feet and popping of pistols, all contributing thrills to this story of life in the far Southwest on the turbulent Mexican border.

(Dodd, M.)

\$2.

LISTER'S GREAT ADVENTURE

By *Harold Bindloss*

A young engineer equipped only with youth, grit and slight experience, faces the problem of making his fortune before he can ask for the girl he loves. From the strange circumstances under which he first meets and loves her, he knows that she is not the girl to let love depend on wealth, but too proud to risk her father's refusal, he determines to come with a record of success. His following of fortune's gleam takes him to the West African coast, where a strange and daring adventure calls forth all his strength and pluck. (Stokes.) \$2.

GUNS OF THE GODS

By *Talbot Mundy*

Every reader of "King—of the Khyber Rifles" will know the fascination with which the author narrates this earlier exploit of Yasmini, daughter of a Russian mother and a Rajput prince, here again the fiery, clever heroine of a strange series of adventures. How her life is threatened, and her escape; how she solves the mystery of the lost treasure; how she pulls the wool over the British Commissioner's eyes; and how she finally attains her purpose of placing the prince—whom she loves—on the throne of the reigning Maharajah, go to make a tale that reads like an ancient saga of heroic deeds. (Bobbs-M.) \$2.

FAR TO SEEK

By *Maud Diver*

For the scene of her new novel Mrs. Diver has again returned to the mysterious, brilliantly colored India of her own childhood,—the India of which she has written so fascinatingly in "Captain Desmond, V.C.," "Candles in the Wind," and in several of her earlier books. The story opens with the children of an Englishman and a high-caste Indian lady. The children represent the finest strain of two very great races, but such a mixture of blood is a dangerous inheritance, and for it they suffer but at last find happiness. (Houghton M.) \$2.25.

THE BAR-20 THREE

By *Clarence E. Mulford*

"Relating a series of startling and strenuous adventures in the cow-town of Mesquite, of the famous Bar-20 trio—Hopalong Cassidy, Red Connors, and Johnny Nelson." Big Creek, controlled by the proprietor of a crooked gambling den is an unhealthy place for any moreved stranger to loiter in, so the famous three of Bar-20 unite forces to clean it up. In these new adventures they fully justify their former reputation, familiar to readers of the author's "The Man from Bar-20," and other cow-boy romances. (McClurg.) \$1.90.

THE LITTLE RED FOOT

By *Robert Chambers*

Of the same type as Mr. Chambers' "Cardigan," this novel is a story of spirit and daring set in one of the most adventurous periods of American history. The figures of Penelope Grant and the gallant John Drogue stand out against the picturesque background of colonial life. Love-making and hair-breadth escapes aplenty enliven the marches in the wilderness along the Iroquois war trail. (Doran.) \$1.90.



THEY FEAR, THEY LOVE, THEY DESIRE, THEY SEEK
TO PLEASE
FROM "GUNS OF THE GODS" BY TALBOT MUNDY
Bobbs-Merrill Co.

THE STRENGTH OF THE PINES

By *Edison Marshall*

This is the story of a cultured college-bred Easterner who journeys in a spirit of glad adventure to the Cascade Mountains of Oregon in search of a girl playmate of his boyhood, and finds himself under the grim necessity of taking up single handed an old but unburied feud, of wresting back a great heritage, avenging his father's blood, and saving the honor of the woman he unconsciously loves. Mr. Marshall has a distinctive note which comes from his innate love of birds and beasts. (Little, B.) \$1.90.

TAWI TAWI

By Louis Dodge

Mr. Dodge's new novel is a narrative of Mexican border life and life on a cannibal island in the Philippines with an abundance of descriptive passages. When a beautiful Spanish American goes to Spain for a year's stay, the rivals for her hand start off in different directions in quest of adventure. Chance brings them together on an island inhabited only by savages where their views of life and each other are radically changed by strange adventures. An unusual twist of the story when they return home and meet their sweetheart is the culmination of a series of surprises. (Scribner.) \$2.

VISION HOUSE

By C. N. and A. M. Williamson

If a lady asked you to marry her platonically because her pride was hurt at being jilted by another man, and if you happened to be in love with the lady, what would you do? This was the situation that confronted "the only American V. C.," and on it the Williamsons founded "Vision House," one of their last novels written in collaboration. The story unfolds amid kaleidoscopic change of scene, mid-Atlantic, New York, the far West, England. It is a story of conflicting wills and temperaments with the spice of travel and adventure which characterize the work of these two popular authors. (Doran.) \$1.90.

Mystery and Detective Tales

THE CROOKED HOUSE

By Brandon Fleming

Those who enter the portals of the crooked house are admitted to a feast of thrills and surprises which they will be loathe to leave until the very last morsel of mystery is devoured. At the very beginning one is plunged into the baleful atmosphere of the crooked house, in the garden of which a stage beauty is found murdered. A connection between her death and those of two other young women is soon established and suspicion is cleverly shifted from one character to another. The various clues to the real criminal are so well scattered that it will be a very discerning reader who will correlate them in advance. (Clode.) \$1.75.

THE CHESTERMARKE INSTINCT

By J. S. Fletcher

The manager of a country bank disappears in a most extraordinary and inexplicable fashion. Whether he has met with physical harm or whether he has defaulted with some very valuable jewels missing from the bank's vaults is a question not solved until the end of the story. Numerous queer personalities play parts in the mystery: the owners of the bank, Gabriel and Joseph Chestermarke; Neale, who solves the mystery; the wandering tinner of the chalk downs; and the evil genius of the chemical laboratory concealed in the shrubbery of an old garden. By the author of "The Middle Temple Murder." (Knopf.) \$2.

MYSTERY AND ADVENTURE IN
POPULAR REPRINTS

The Branding Iron. By Katharine New-
lin Burt. Grosset & D. \$1.

The Scarlet Pimpernel. By Baroness
Orczy. Grosset & D. \$1.

Tales of Secret Egypt. By Sax Rohmer.
Burt. \$1.

Wild Youth and Another. By Gilbert
Parker. Grosset & D. \$1.

The Devil to Pay. By Frances Nimmo
Greene. Grosset & D. \$1.

From Now On. By Frank L. Packard.
Burt. \$1.

Judith of the Blue Lake Ranch. By
Jackson Gregory. Grosset & D. \$1.

The House of Pride. By Jack London.
Grosset & D. \$1.

The Texan. By James B. Hendryx.
Burt. \$1.

Jungle Tales of Tarzan. By Edgar Rice
Burroughs. Grosset & D. \$1.

The Riddle of the Purple Emperor. By
T. W. and M. E. Hanshew. Burt. \$1.

THE MYSTERY OF THE SYCAMORE

By Carolyn Wells

Daniel Wheeler, a prominent politician, had been convicted of forgery while his friend, Samuel Appleby was getting the governorship. When governor, Appleby pardoned Wheeler, with a joker in the pardon. At the outset of the story, Appleby is discovered shot thru the heart, his wife and daughter and Wheeler gazing distractedly at the body. All confess to the crime and each supplies a plausible motive. Obviously all cannot be guilty and so the great Fleming Stone, so well known to readers of Miss Wells' previous detective stories is called in. This time it is his shrewd young assistant, Fibly who solves the problem and makes several people very happy into the bargain. (Lippincott.) \$2.

THE ORANGE-YELLOW DIAMOND

By J. S. Fletcher

When Lauriston came to pawn a ring and lingered to talk to the pawnbroker's granddaughter, he became implicated in a puzzling murder. (Knopf.) \$2.

THE INTRIGUERS

By William Le Queux

A tale of intrigue, plot and counterplot, in high circles. A youthful Italian virtuoso rises from direst poverty to affluence and influence and, in his own spectacular ascent, thrusts down to degradation the autocratic and brutal head of a noble Russian house. There is an underlying love theme. (Macaulay.) \$1.75.

THE GREY ROOM

By Eden Phillpotts

Here is a surprise for the readers of Mr. Phillpotts' "Brunel's Tower" and other novels depicting English industries. It is in fact a hair-raising ghost story in which a series of sudden deaths in a country house in England of to-day constitute a mystery which the most assiduous devotees of melodrama will find baffling. (Macmillan.) \$2.50.

BEAUTY

By Rupert Hughes

Clelia Blakeney disappears inexplicably from an Adirondack house party the night before it is about to break up. Her aunt believes that the disappearance is a mere trick of the girl's to carry her point of remaining behind at the camp, but one of her suitors, Larrick, a Texan, stays to search for her. After repeated efforts, he discovers her frozen fast in the ice of the lake with a gash in her forehead. Larrick suspects that one of her suitors is responsible, but he cannot probe the mystery. Was it Frewin, the impulsive? Was it Cockendall, suave and experienced? Finally the solution comes about as suddenly and easily as the complication. (Harper.)

\$2.



FROM "BEAUTY" BY RUPERT HUGHES
Harper & Brothers

GHOSTS

By Arthur Crabb

With a technique new to the detective story, Mr. Crabb pictures the playtime of a summer colony of well-bred people who become involved not only in a love story but in a peculiar situation arising from a mysterious burglary. When matters are most involved, Samuel Lyle, the inscrutable detective, who has become a well-known personage to many readers, gathers up the threads of the mystery and shows the pattern. Samuel Lyle is one of the most interesting detectives since the immortal Sherlock Holmes, and Arthur Crabb has developed a technique new to the genus "detective story" as evidenced in this, his first full-length mystery novel. (Century.)

\$2.

FIND THE WOMAN

By Arthur Somers Roche

Clancy Deane, a country girl, had charm and beauty, youth, courage, faith and purity. In New York she found magic and mystery, wonder and romance, temptation and triumph. This is the story of how she was drawn into a dazzling and terrifying whirlpool of life that swept her into the midst of Manhattan's money-mad millionaires and made her the central figure in a strange murder mystery. The illustrations are by Dean Cornwell. (Cosmopolitan.)

\$2.

PAWNED

By Frank L. Packard

By a twist of fate each character in this story finds himself in pawn to another; no one can act freely but only as some one else dictates. From this curious circumstance arise strange developments which swing the reader in an exciting chaos of rapid and intricate action from New York to the South Seas and back again to New York's East Side which Mr. Packard has made the setting for his "The White Moll" and "Jimmie Dale." (Doran.)

\$1.90.

THE THREE EYES

By Maurice Leblanc

Once more the versatile creator of Arsène Lupin takes us into the realm of the unknown; shocks us with tragic episode and mystifies us with supernatural incident. The title is from



BERANGERE STOPPED

FROM "THE THREE EYES" BY MAURICE LE BLANC
The Macaulay Co.

an apparition on a wall, images representing three eyes of a sort which startled Bérange, a young and charming French girl living under the protection of her god-father, an old man intent on the discovery of a peculiar kind of light ray. The mystery-romance proceeds with all the intricacies of plot and counterplot with which readers of this author are familiar. (Macaulay.) \$1.90.

THE SPIRIT OF THE TIME

By Robert Hichens

An alleged Russian princess of an amazing philosophy of life and possessed of a preposterous rope of pearls is the heroine; a blundering Englishman seeking health in Switzerland, the hero. The Englishman yields to the charm of the princess and relieves her financial straits by purchasing the pearls. As mysteriously as she appeared from Russia, she disappears into the waste of Asia leaving in her wake a story of mystery and intrigue of the kind Hichens knows how to tell. (Doran.) \$2.

BAT WING

By Sax Rohmer

The death curse of the High Priest of Voodoo lurks over this story. The man or woman who found a bat wing pinned upon the door was thus marked and inevitably met a horrible end. Menendez, a Cuban landowner, is the victim of this sinister omen and involved in the mystery are Colin Camber, an American of the Edgar Allan Poe type, under suspicion from the start, and two women of strange behavior. (Doubleday, P.) \$1.75.

THE PAGAN MADONNA

By Harold MacGrath

This is the story of how "Chance, the blind Madonna of the Pagan," drew lives previously unrelated into a whirl of adventure. It opens in a curio shop in Shanghai, into a corner of which a wounded fugitive has thrown a string of beads, apparently worthless. The canny proprietor disposes of them at a trifling price to the next customer, Jane Norman. At her hotel, two men of the curio-shop incident recognize the beads as does also a millionaire collector. Then follows a battle of wills and wits for the possession of the necklace which chance has placed in the heroine's hands. (Doubleday, P.) \$1.75.

A CASE IN CAMERA

By Oliver Onions

The story starts with the most moving of murder mysteries and one of the most baffling. The even tenor of a calm British household is upset when a commercial airplane crashes on their roof and one of the two men in it is found dead. Circumstantial evidence in the shape of an automatic pistol points to his murder by the second aeronaut. About a dozen people are affected in various ways and the suspicions of the reader are shifted from one to another. Finally an interesting feat in physics clears the matter up and one understands the apparently undue agitation of Philip Esdaile and the reason why he delayed so long in his cellar at the exact time of the catastrophe. As readers of Oliver Onions' earlier stories "In Accordance with the Evidence," etc., will expect, this story is told with artistry. (Macmillan.) \$2.

CLUE OF THE PRIMROSE PETAL

By Harvey Wickham

Ferris McClue, a famous detective, commissioned thru an anonymous letter, and his secretary, Clara Hope, arrive at Ivy Towers, a pretentious estate on the Connecticut shore, to make investigations. By means of simple ruses, they gain admission to the grounds and discover that the house is occupied by a large company of men and women apparently engaged in preparing for a motion picture production of "Hamlet." By a stroke of luck

Miss Hope is mistaken for a beautiful girl costumed as Ophelia with whom the two leading men are in love. The murder that night of one of the men gives McClue a chance to work out his theory of the mystery pervading the Towers and he presently unearths an amazing plot and clears the air with a spectacular *coup*. (Clode.) \$1.75.

THE ROOF TREE

By *Charles Neville Buck*.

A fugitive from injustice, Thornton, under the name of Cal Maggard, seeking only a

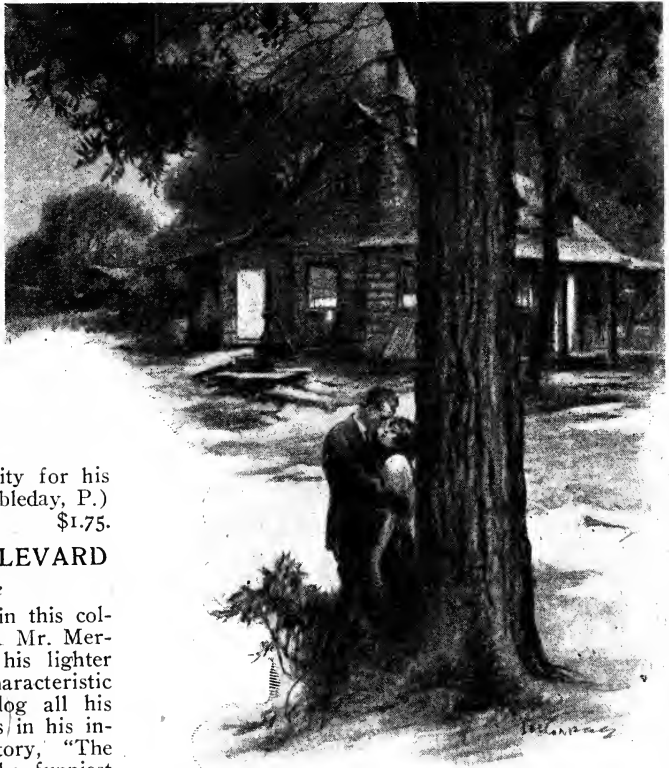
refuge and peace in the Kentucky hills, found himself in the midst of a bitter feud war. An innocent act of neighborliness, a visit to the home of Dorothy Parrish, precipitates the storm. Threatened with death if he repeated the visit, he found that the author of the warning was an apparent "friend." Much of the action that follows centers about the Roof Tree, a spreading walnut that was planted as a token of love to celebrate the wedding of the first Thornton and the first Dorothy Parrish. Doubleday, P.) \$1.75.

Collections of Short Stories

TALES FROM A ROLLTOP DESK

By *Christopher Morley*

Morley lovers, readers of "Parnassus on Wheels," "Shandygaff" and "The Bowling Green," know what to expect from a book which is typically Morley. This, his latest volume, is a collection of stories. Grub Street from its grubbiest garret to its tortuous end in the publishers' sanctums, the commuters' train, the exploits of a minor poet, in the unraveling of the major mysteries of the dark world of books and authors, these are the themes Morley has taken and they have afforded him abundant opportunity for his grotesquery and humor. (Doubleday, P.) \$1.75.



"'HIT ALMOST SEEMS LIKE,' SHE WHISPERED, 'THAT THER OLD TREE'S GOT A SPELL IN HITTER BEWITCH FOLKS WITH'."

FROM "THE ROOF TREE" BY CHARLES NEVILLE BUCK

A CHAIR ON THE BOULEVARD

By *Leonard Merrick*

Merrick lovers will rejoice in this collection of twenty short stories. Mr. Merrick here reveals himself in his lighter vein, but his humor has its characteristic sardonic sparkle and his dialog all his distinctiveness. A. Neil Lyons in his introduction calls the first story, "The Tragedy of a Comic Song," the funniest story of the century, altho he candidly remarks he doesn't expect every one to agree with him. With such a challenge what can Mr. and Mrs. Gentle Reader do but fall to at once upon story number one? (Dutton.) \$1.90.

MORE LIMEHOUSE NIGHTS

By *Thomas Burke*

"Limehouse Nights," tales of a London quarter in which drama, crime and romance rubbed elbows, were read far and wide. This new book takes up the tale afresh and carries one

back into a life reminiscent of Poe, Balzac and de Maupassant. The narrow winding streets, the mysterious doorways, the strange luxurious apartments that open up behind the shabby house-fronts, the sinister figures of the quarter—Chinese and white man—they are all here again. (Doran.) \$1.90.

FURTHER E. K. MEANS

By E. K. Means

A third volume of E. K. Means' droll tales of the Louisiana darky needs no introduction. These stories are as funny and as pathetic as the earlier ones and many of the old characters reappear. There is a frontispiece by Kemble whose pictures are ever a delightful addition to the Means stories. (Putnam.) \$2.

BEST SHORT STORIES OF 1920

Ed. by Edward J. O'Brien

As in previous years Mr. O'Brien presents twenty stories selected as the best work of American authors published in more than seventy American periodicals during the year, stories by Sherwood Anderson, Edwina Stanton Babcock, Wadsworth Camp, Katharine Fullerton Gerould, Rupert Hughes, Fleta Campbell Springer, Wilbur Daniel Steele, and others. The volume also includes short biographies, a critical summary of the year's best books of short stories and other valuable statistical material relating to the short stories of the year. You may challenge some of Mr. O'Brien's conclusions, but you can't afford not to know what they are. (Small, Maynard.) \$2.

BY ADVICE OF COUNSEL

By Arthur Train

The senior member of the firm of Tutt and Tutt is really the central figure in this series of related episodes, altho he is frequently in the background and almost never in the lime-light. Some of the stories like "The Kid and the Camel" are laughable; others like "Beyond a Reasonable Doubt" are serious; some are humorous revelations of the ways of judges and juries; others show up the tricks of the lawyer's trade; but all present Mr. Tutt, humorous and wise, with a passion for justice and a contempt for technicalities. (Scribner) \$2.

TO READ ALOUD

- Poems and Portraits.** By Don Marquis. Doubleday, P. \$1.50.
Hope Farm Notes. By H. W. Collingwood. Harcourt. \$1.50.
Well, Why Not? By Thomas L. Mason. Doubleday, P. \$1.50.
Humorous Ghost Stories. Ed. by Dorothy Scarborough. Putnam. \$2.
Great Sea Stories. Ed. by J. L. French. Brentano. \$2.
The Old Soak. By Don Marquis. Doubleday, P. \$1.50.
The Circus and Other Essays. By Joyce Kilmer. Doran. \$2.50.
Unaccustomed as I Am. By Morrie Ryskind. Knopf. \$1.50.
Tommy Rhymes. By Arthur V. Diehl. M. Jones. \$1.50.
Meet Mr. Stegg (Short Stories). By Kenett Harris. Holt. \$1.90.
The Golden Windmill (Short Stories). By Stacy Aumonier. Macmillan. \$2.
Famous Modern Ghost Stories. Ed. by Dorothy Scarborough. Putnam. \$2.
Marge Askinfort. (Parody of the Margot Asquith Biography.) By Barry Pain. Duffield. 60 c.

GOOD STORIES REPRINTED AT POPULAR PRICES

- Helen with the High Hand.** By Arnold Bennett. Grosset & D. \$1.
The Second Fiddle. By Phyllis Bottome. Grosset & D. \$1.
The Time Spirit. By J. C. Snaith. Grosset & D. \$1.
Free Air. By Sinclair Lewis. Grosset & D. \$1.
The Passionate Pilgrim. By Samuel Merwin. Burt. \$1.
The Devil's Garden. By W. B. Maxwell. Grosset & D. \$1.
Pieces of Eight. By Richard LeGallienne. Burt. \$1.
The Octopus. By Frank Norris. Grosset & D. \$1.
Everyman's Land. By C. N. and A. M. Williamson. Burt. \$1.
Maggie of Virgibus. By Helen R. Martin. Grosset & D. \$1.
Sisters. By Kathleen Norris. Grosset & D. \$1.
Dangerous Days. By Mary Roberts Rinehart. Grosset & D. \$1.
Slippy McGee. By Marie Conway Oemler. Grosset & D. \$1.

ROSA MUNDI AND OTHER STORIES

By Ethel M. Dell

To announce a new novel by Miss Dell is practically to add another "best seller" to the lists of her previous successes. Her latest is a collection of six novelettes. "Rosa Mundi" is the tale of a marvelous dancer and her remarkable effect upon a vain novelist. "A Debt of Honour" tells what happened when an estimable major found his fiancée in the arms of another. "The Deliverer" relates the history of a girl who married for money and then fell in love with her husband. "The Prey of the Dragon" another tale of love after marriage, is a story of India and "The Penalty" tells of a quest in the Great Desert of Sahara. (Putnam.) \$2.

O. HENRY MEMORIAL AWARD: PRIZE STORIES, 1920

In the belief that the most fitting tribute to the memory of O. Henry would be annual prizes for the best examples of the art of which he was a master, the Society of Arts and Sciences instituted the O. Henry Memorial Award. A committee of representative authors and editors were chosen to make the selections. The second published collection of these approved stories is headed by Maxwell Struthers Burt's "Each in his Own Generation," the winner of the first prize, followed by Mrs. Frances Newbold Hart's "Contact" to which the second prize was awarded. Stories of F. Scott Fitzgerald, Alice Duer Miller, William Dudley Pelley, Lawrence Perry, Wilbur Daniel Steele, Stephen French Whitman, Joseph Hergesheimer are also included. (Douglas Joseph Hergesheimer, Rupert Hughes, James Oppenheim, and Benames Williams, are also included.) (Doubleday, P.) \$1.90.



GETTING ALONG TO SHINNECOCK
FROM "LOAFING DOWN LONG ISLAND" BY CHARLES HANSON TOWNE
The Century Co.

BOOKS OF THE OPEN

LOAFING DOWN LONG ISLAND

By *Charles Hanson Towne*

Do you like to walk either actually or by proxy? Then loaf along in the delightful company of Mr. Towne in an atmosphere of golden mellow leisure. His is a chronicle of inspired loafing, beautifully illustrated by Thomas Fogarty, a volume to be slipped into the pocket for just such another getting away as the author records. His description is blessed with a fine sense of the salient and characteristic; there is a constant bubbling up of humorous incident; adventure comes in the chances of the highway. (Century.) \$2.50.

PILGRIM TRAILS

By *Frances Lester Warner*

Miss Warner, well known to readers of the *Atlantic Monthly*, and E. Scott White, with a drawing-pencil in his skillful hand, have preceded the hordes of pilgrims who will visit Plymouth and Cape Cod in the course of this Tercentenary summer, and have produced a book which, both in text and in picture, breathes the very spirit of the Pilgrim country. (Atlantic.) \$1.75.

IN THE ALASKA YUKON GAME- LANDS

By *James A. McGuire*

Of strong appeal to the sportsman is this account of hunting in the far North. The distinguished naturalist, Dr. William Hornaday, writes an introduction and endorsement. The book is elaborately illustrated. (Stewart & K.) \$3.

HAIL, COLUMBIA

By *W. L. George*

W. L. George, the British writer, has done what few foreign writers have been able to do—that is, he traveled in the United States more than six months before he wrote a line of his impressions. But now they are written, and they will be read and vehemently discussed. In fact, Mr. George has dared to say that the real Boston is quite different from what most Americans think it; that the real America is in the great Middle West, that section of the country seldom credited with its splendid achievements and true Americanism. These are only a few of his startling statements. Aren't you curious to know what he thinks of your city? (Harper.) \$2.50.

ANDALUSIA

By *W. Somerset Maugham*

This is a book of sketches and impressions of that province which is the very essence of Spain, Andalusia,—its sunshine, its opulent color, luminous and soft, its white cities bathed in lights, its desolate wastes of sand, with their dwarf palms, the broom in flower. It tells, too, of its people: their changing characteristics, their deep religious feeling, their poverty and their splendor. One must be impervious to picturesque of scene and to the charm of Mr. Maugham's style to read these sketches without being anxious to visit their scene. A small edition of the book was published in 1920 under the title of "The Land of the Blessed Virgin." (Knopf.) \$3.

AN AFRICAN ADVENTURE

By Isaac F. Marcossou

This is the record of Mr. Marcossou's picturesque trip thru South and Central Africa. Starting at Capetown where he spent a week with General Smuts, he traveled thru Cape Colony, the Transvaal and Rhodesia where he visited the famous haunts of Cecil Rhodes. From Rhodesia he journeyed 4000 miles thru the Belgian Congo and followed Stanley's trail thru the cannibal country to the Congo diamond fields. His book reveals the romance and achievement of present-day Africa. (Lanc.)

\$5.

IDYL OF THE SPLIT-BAMBOO

By George Parker Holden

In an introduction to the new edition of this book of angling lore, Henry van Dyke says: "Dr. Holden instructs you carefully, clearly and fully in the art of making rods of split-bamboo. He does it with such competence, and such a charm of assured knowledge, that his description is a temptation. If I were ten years younger and had more limber fingers, I would try this thing myself and get a new pleasure in life. But it is too late for that now. Let younger anglers take this excellent book for their instructor in the gentle craft of rod-making, and profit by it. Meantime I have had my reward in reading it, for it is very pleasantly written, full of the love of Nature and of the Waltonian pastime." (Stewart & K.)

\$3.



ISAAC WALTON, THE PATRON SAINT OF ANGLING FROM "THE IDYL OF THE SPLIT BAMBOO" BY GEORGE PARKER HOLDEN
Stewart & Kidd Co.

OUT-OF-DOOR BOOKS

- Waiting in the Wilderness.** By Enos Mills. Doubleday, P. \$2.50.
Sailing South. By Phillip S. Marden. Houghton M. \$3.50.
The Tent Dwellers. By Albert Bigelow Paine. Harper, \$2.25.
A Guide to the West Indies. By Frederick Ober. Rev. ed. Dodd, M. \$3.50.
Eastern and Northern South America. By A. Hyatt Verrill. Dutton. \$5 (?).
Topee and Turban, or Here and There in India. By H. A. Newell. Lane. \$5.
This World of Ours. By J. H. Curle. Doran. \$2.50.
California Trails. By Trowbridge Hall. Macmillan. \$5.
American Towns and People. By Harrison Rhodes. McBride. \$3.50.
The Conservation of the Wild Life of Canada. By C. Gordon Hewitt. Scribner. \$3.
Utah: The Land of Blossoming Valleys. By George Wharton James. Page. \$6.
Nantucket Wild Flowers. By Albertson Hinckman. Putnam. \$2.50.
Field Book of Wild Birds and Their Music. By F. Schuyler Mathews. Rev. and enl. ed. Putnam. \$3.50.
Pages from a Garden Notebook. By Mrs. Francis King. Scribner. \$3.
The Complete Garden. By A. D. Taylor and G. D. Cooper. Doubleday, P. \$6.
Tenants of the Trees. By Clarence Hawkes. Jacobs. \$1.60.

THE LITTLE GARDEN

By Mrs. Francis King

The President of the Women's National Farm and Garden Association is the author of this practical handbook for amateur gardeners. It is equipped with valuable tables and illustrated with photographs of flowers. (Atlantic.)

\$1.75.

ACROSS MONGOLIAN PLAINS

By Roy Chapman Andrews

Let not the fact that Roy Chapman Andrews visited the heart of Asia with the Second Asiatic Expedition of the American Museum of Natural History delude anyone into the idea that his book is a dry record of statistics. He has caught the bizarre Oriental life of Mongolia and made of it a colorful picture. He shows Mongolia as a varied country of desert, forest and plain with rich agricultural possibilities, and reveals its people as a curious blend of sophistication and naiveté. The book is filled with the delight of strange places and a naturalist's joy in his work. There is, too, a heroine, the author's "best assistant" and photographer, his wife, Yvette Borup Andrews. (Appleton.) \$5.

YOUR FAVORITE SPORT

- Golf Simplified.** By Dave Hunter. Doubleday, P., \$1.
The Art of Lawn Tennis. By W. T. Tilden, Jr. Doran. \$2.
Basket Ball. By Charles D. Wardlaw. Scribner. \$2.
Plantation Game Trails. By Archibald Rutledge. Houghton M. \$3.50.
First Aid to the Car or Highway Hints and Helps. Harper. \$1.50.
New Auction Bridge. By Mrs. J. B. Ellwell. Brentano. \$2.

CHICK EVANS' GOLF BOOK

This is a real golf story by a real American boy, a caddie who became a champion. The experience of twenty years golfing on all of the famous links of two continents is set down for the lovers of the game. There are two chapters devoted entirely to golf instruction. (Reilly & Lee.) \$3.50.

MORE HUNTING WASPS

By Henri Fabre

Fabre's books invest insect life with a genuinely epic interest. They are literature, yet at the same time accurately scientific. Fabre was not only one of the most patient and most original investigators, but a poet and a philosopher as well, and his "Souvenirs Entomologiques" is one of the world's greatest literary treasures. This new volume has also been translated by A. Teixeira de Mattos and is uniform with Fabre's other works. (Dodd, Mead.) \$2.50.

**GRIM,
THE STORY OF A PIKE**

By Svend Fleuron

Svend Fleuron is a Danish cousin to Henri Fabre, Ernest Thompson Seton, Charles G. D. Roberts, and other nature writers. He knows the haunts, the ways, the very thoughts, of animals, as the practiced novelist knows those of his fellow-men. In "Grim" he relates the life-history of a pike. Grim's career is one of ceaseless adventure, of hair-breadth escapes from the attacks of other beasts or the contrivances of man. Dorothy Lathrop, who will be remembered for her very beautiful editions of Hudson's "A Little Boy Lost" and de la Mare's "The Three Mulla Mulgars" has caught in her illustrations the excitement, the beauty and the strangeness of the great pike's story. (Knopf.) \$2.

TRAINING FOR SPORTS

By Walter Camp

The well known athlete tells how from childhood the athlete should be developed; how the foundation of general all-round good condition is built up; how with this foundation athletics, even of the more strenuous sort, is beneficial instead of hurtful to boys; and how the "after-effects" of athletics which have been a good deal talked of in this country during the last few years can be made good rather than bad with proper work and training. The book takes up in detail each of the four major sports, football, baseball, track, and crew, and shows what kind of exercise is necessary in each of these in addition to the regular practice. (Scribner.) \$2.



SHE SNAPS EAGERLY AT THE NEAREST "WORM," BUT IT ESCAPES HER BY ADROITLY CURLING UP FROM "GRIM: THE STORY OF A PIKE" BY SVEND FLEURON Alfred A. Knopf

ATLAS AND GAZETEER OF THE WORLD

In planning that motor trip for the summer, you will find useful the 40 automobile road maps of every state in U. S. and parts of Canada which the 1921 edition of this atlas contains, with motor laws, for speed, lights, licenses and registration in every locality. Even if you have no car you will find the volume valuable in keeping up with Edison as it includes the official 1920 census; latest Gazetteer information on more than 8500 chief world cities; a discussion of Einstein's theory of relativity; a 132,000 word history of the Great War with 40 battle maps; facts and figures concerning every land and people—areas, boundaries, altitudes, soils, climates, topography, minerals, manufactures, agriculture, commerce, vegetation, shipping, etc., and many maps. (Reynolds.) \$4.50.



THE GRAND CENTRAL STATION
FROM "NEW YORK: THE NATION'S METROPOLIS"
BY PETER MARCUS
Brentano

WASHINGTON, THE NATION'S CAPITOL

By Herbert Pullinger

These twenty-five drawings of famous spots commend themselves both as souvenirs of Washington and for their intrinsic artistic interest. Short descriptions face each of the mounted plates. (Brentano.) \$2.



THE MORNING BATH OF THE VILLAGE
FROM "MYSTIC ISLES OF THE SOUTH SEAS" BY FREDERICK O'BRIEN
The Century Co.

NEW YORK, THE NATION'S METROPOLIS

By Peter Marcus

New York's canyons, its water front, its skyscrapers, its public buildings are here charmingly pictured by Mr. Marcus and reproduced in sepia on mounted plates. There are brief descriptive notes, and J. Monroe, President of the Architectural League of New York has written an appreciation. This little collection of drawings makes a delightful gift for those who appreciate artistic effects. (Brentano.) \$2.

MYSTIC ISLES OF THE SOUTH SEAS

By Frederick O'Brien

To those lucky readers who have already come under the spell of this author's earlier volume, "White Shadows in the South Seas," this new incursion into that realm of azure waters, dreamland isles and unspoiled nature needs neither introduction nor encomium. "Mystic Isles" is in the same style as the earlier book and introduces the reader to the fascinating region of the South Seas, this time to Tahiti. Like its famous predecessor it is more than a book of travel. It is a book of humor, romance, philosophy and pathos. (Century.) \$5.

MAYFAIR TO MOSCOW

By Clare Sheridan

"Mayfair to Moscow" is a curious intermingling of the fragrance of Mayfair and the aroma of Moscow. It has the advantage of the view-point of a broad-minded woman of culture, the sculptress who went to Russia, fortified by birth and breeding to take the aristocrat's view of Bolshevism, but who looked around her with a sympathetic eye. Mrs. Sheridan bearded the lions in their den, and cataloged them as follows: Lenin, the statesman; Trotzky, the military leader; Zinoviev, the practical administrator; Dsirjinsky, the aesthete and philosopher; Krassin, the business head; Kamenev, the cicerone. (Bonni & L.) \$3.

BIOGRAPHY

THE LIFE OF J. HENRI FABRE

By Bernard Miall

While this volume cannot exactly be called an autobiography, yet it is almost that. The author, a fellow scientist and a relative of Fabre, wrote the book under the intimate direction of the great naturalist. His method was to link together Fabre's own story of his life, aspirations and work. The result is an interesting biography uniform with Fabre's collected works, now in ten volumes. (Dodd, M.)

\$2.50.

THE MIRRORS OF DOWNING STREET

By A Gentleman with a Duster

"The Gentleman with the Duster" believes that there is too much dust of various sorts on the mirrors of Downing Street, some from the war, some political dust, for public men to see themselves as others see them and so he proceeds to remove the dust by means of these clear-cut character studies which take in most of the figures in British public life so familiar to Americans throuout the war and since. Lloyd George, Lord Carnock, Lord Fisher, Lord Northcliffe, Arthur Balfour and Winston Churchill are some of the personalities chosen.

(Putnam.)

\$2.50.

THE BOYHOOD OF ABRAHAM LINCOLN

By J. Rogers Gore

Lincoln's first years at Cave Spring Farm; his intense desire to learn to read; his antipathy to figures, and his decision not to learn to count above a hundred, for, as he soberly declared, since he never expected to have over a hundred dollars what was the use of learning to count more; his pets; his great kind-heartedness, and hatred of all that caused suffering; the part he took in all the thousand and one things that backwoods boys were accustomed to do—these are but a part of the material included in this book. The author learned much of Lincoln's early life from old Austin Gollaher, Lincoln's boyhood chum whom Mr. Gore has known for years. The book is illustrated with scenes of Lincoln's boyhood.

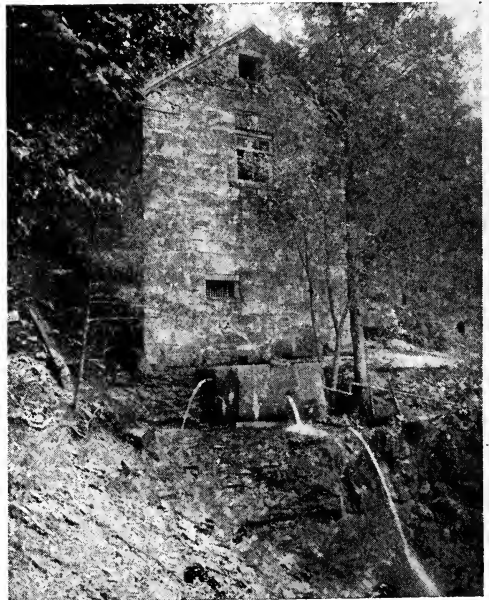
(Bobbs-M.)

\$2.50.

THE LIFE OF WHITELAW REID

By Royal Cortissoz

This biography is not to be measured by the personal achievements of an individual career, even tho the subject was a veteran journalist and editor who for half a century moulded public opinion, and twice represented America in the highest diplomatic posts within the gift of the President, as Minister to France and as Ambassador to the Court of St. James. It is more than a



THE OLD STONE HOUSE WHERE ABE AND AUSTIN OFTEN STOPPED ON THEIR WAY TO AND FROM THE OGDEN MILL

FROM "THE BOYHOOD OF ABRAHAM LINCOLN" BY J. ROGERS GORE

The Bobbs-Merrill Co.

biography, because it is practically a history of the New York *Tribune*. Furthermore, it is a history of the changing political drama of the nation, from the Civil War and Reconstruction Period down to the time when America took her place as a recognized world power—our political drama seen, not from the orchestra seats, but from the wings, where the tinsel and the masquerade are seen at more nearly their true value.

(Scribner.)

2 v. \$10.

ROMAIN ROLLAND: The Man and His Work

By Stefan Zweig

This life of the author of "Jean Christophe" is published simultaneously in French, English, Italian, Russian, German and the Scandinavian languages. Its production has been a labor of love to Stefan Zweig who has brought to it the keen faculty of the critic, the sensitiveness of the poet, dramatist and storyteller. (Seltzer.) \$3.50.



PRINCESS VICTORIA IN 1836
FROM THE PORTRAIT BY F. WINTERHALTER
FROM "QUEEN VICTORIA" BY LYTTON STRACHEY
Harcourt, Brace & Co.

THE TRUE STORY OF THE EMPRESS EUGENIE

By Count De Soissons

The oft repeated story of the Ems telegram that precipitated the war of 1870 has so long been relegated to the pages of schoolbook history that it seems hardly congruous that the death of one of the chief actors in the whole tense drama, one whose word was repeatedly a potent factor, one whose hopes and fears hung poignantly in the balance, and to whom the downfall of the Empire was an intimate and life-long tragedy, occurred only within the past year. To answer the question: What is the truth about Eugenie de Montijo? the author has studied a mass of contemporary evidence and presents the results of his research in this volume which contains a photogravure portrait and other illustrations. (Lane.) \$4.

QUEEN VICTORIA

By Lytton Strachey

Mr. Strachey's book is a portrait not only of an English queen, not only of a woman who had a private life amidst her public affairs, but of the Victorian era itself. He shows us with his characteristic humor, the gallery of smaller portraits surrounding the central figure, of statesmen and generals, Queen dowagers and mere dukes with their petty foibles along with their greatnesses, from the old Scotch gardener, John Brown, to Prince Albert, Disraeli, Gladstone and the rest. All readers of "Eminent Victorians" will be agog to know what Mr. Strachey has done next. Illustrated. (Harcourt.) \$5.

OUR FAMILY AFFAIRS, 1867-1896

By E. F. Benson

The charming record of a very remarkable family group—the talented sons and daughters, not to mention "Mother" and the family nurse, "Beth"—of Dr. Benson, Queen Victoria's favorite Archbishop. Mr. Benson applies to his own experiences that rare ability of expressing the precious intimate experiences of youth which made David Blaize one of the most popular boys' books. Here is his evolution from a baby's "Big buzzing confusion" to the days of early manhood. There is a picture of English school life, private and public, recalling "Stalky and Co.," and a little of life at Cambridge. Here we hear of the birth of the famous "Dodo," Benson's first novel. Scattered thru are personal recollections of such figures as Robert Browning and Gladstone, Benson's first meeting with Margot Tennant (Mrs. Asquith) or a humorous little tale of the daily life of King George of Greece and his family. In this book is hidden the secret of much of the charm of Mr. Benson's writings. (Doran.) \$4.

THE MEMOIRS OF COUNT WITTE

Translated and Edited by Abraham Yarmolinsky

Count Witte was Minister of Ways and Communications in Russia, reorganizer of the Empire's finances, chief builder of the railroad system, principal author of the first constitution given to the Russian people, Premier under Czar Nicholas II, and Negotiator of the Portsmouth Peace Conference, which brought the Russo-Japanese War to an end. The manuscript of this book, hand-written, was kept in binders each provided with a strong lock. It was hidden during Witte's lifetime, and kept in the vaults of a French bank after his death. Agents of the Czar made frequent attempts to attach the manuscript. Giving an intimate picture of the Russian Court, and other European courts, disclosing the enervating mysticism that pervaded the imperial family, revealing the diplomatic underworld of secret treaties and international intrigue, its publication was considered an event important enough to influence the safety of empires. (Doubleday, P.) \$5.

AN OCEAN TRAMP

By William McFee

Issued in London, 1908, under the title, "Letters of an Ocean Tramp," this is the first published work of the engineer-author, preceding his "Aliens" and "Casuals of the Sea." This volume purports to be the random letters of the author's dead friend. They do not pretend to tell a story; they are simply an eager, crowded, tumultuous outpouring of the motley, thronging, kaleidoscopic memories and impressions, visions and dreams, engendered and wrought out thru the endless monotony of days and nights deep down in the vitals of the throbbing, pulsing engine-room. (Doubleday, P.) \$1.75.

JOSEPH CONRAD: NOTES ON LIFE AND LETTERS

Conrad's audience is no longer a coterie;

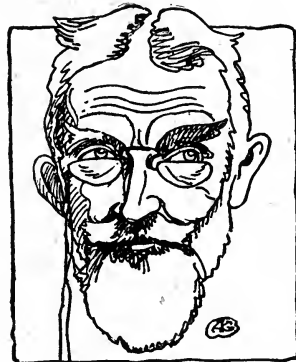
it includes the whole reading and thinking public. A book giving the reflex of his mind to the problems and the personalities about him is therefore particularly opportune. Touching on widely diverse matters, a profound and consistent personal reaction makes the book a unity, the expression of a strong and sensitive personality. The essays fall naturally into two divisions. The notes on letters are balanced estimates of the work and the lives of Henry James, Guy de Maupassant, Alphonse Daudet, Anatole France, Stephen Crane, and Turgenev, and include general discussions of literature, and discussions of individual books. The notes of life are moving and authoritative comment on the events of the last generation. A touch of autobiographical interest is given in the pages devoted to the status of his native Poland, present and past. (Doubleday, P.) \$1.90.

POETRY AND DRAMA

BACK TO METHUSELAH

By George Bernard Shaw

Mr. Shaw's new book is a play in five acts; but every act is a complete play in itself. The first play of the set is entitled, "In the Beginning," the action taking place in the Garden of Eden and partly after the Expulsion. The second play of the present day is called "The Gospel of the Brothers Barnabas." In it a religious leader, and his brother, a man of science, receive an electioneering visit from two well-known statesmen, and meet them with the astonishing proposition that nothing can save civilization but a prolongation of human life to antediluvian proportions. The third, entitled "The Thing Happens," deals with the discovery, three hundred years hence, of certain persons who are tricenarians surviving from our own time. This is followed by the "Tragedy of an Elderly Gentleman," the period being a thousand years hence. It exhibits a phase in which the British Islands are inhabited exclusively by persons who live three hundred years. They are venerated and consulted as oracles by the Eastern Empire of Britain, with Bagdad as its center. Finally, comes a play which takes place in the year 31,920 A.D. entitled, "As Far as Thought Can Reach." (Brentano.) \$2.25.



A NEW CARICATURE OF
BERNARD SHAW
AUTHOR OF "BACK TO
METHUSELAH"
Brentano

WHEN DAY IS DONE

By Edgar A. Guest

Last year 150,000 copies of Edgar A. Guest's poems were sold. The latest verses by this popular poet are everyday songs about the things that make life worth while for everyday people. (Reilly & L.) \$1.25.

LEGENDS

By Amy Lowell

This new volume is a collection of legends, of those strange, vital, symbolic stories which man invents in his progress toward civilization. With her delicate feeling for atmosphere, Miss Lowell has given to each the touch of its place and time, a touch of China, Europe, or America, of the remote ages or of the eighteenth century. The poems show the gorgeous color of Peru and the lovely tints of Ancient China, and the stern barbarism of the North American Indian. (Houghton M) \$2.

NEW POETRY

- In American.** By J. V. A. Weaver. Knopf. \$1.50.
Poems. By Wilfred Owen. Huebsch. \$1.50.
Mountain Interval. New ed. By Robert Frost. Holt. \$2.
Spanish-American Poets. Trans. by Alice Stone Blackwell. Brentano. \$2.50.
Poems of the War and the Peace. Comp. by Sterling A. Leonard. Harcourt. \$1.50.
Poems, New and Old. By John Freeman. Harcourt. \$3.
Breakers and Granite. By John Gould Fletcher. Macmillan. \$1.75.
The Mystic Warrior. By James Oppenheim. Knopf. \$5.
The Poetical Works of John Keats. Oxford Edition. Oxford. \$1.75.

THE BOOK OF MODERN PLAYS

Ed. by Helen Louise Cohen

Miss Cohen of the Washington Irving High School, New York City, has brought together some fifteen one-act plays specially fitted for Community Theaters and Little Theaters, and adapted to the socializing of the study of literature among modern audiences, with brief introductions both biographical and critical. (Harcourt.) \$2.

STAR-POINTS

Ed by Mrs. Waldo Richards

Like her two previous widely read anthologies, "High Tide" and "The Melody of Earth," "Star-Points," songs of joy, faith and promise from the present-day poets, contains poems selected not alone for their literary excellence and constructive spirit, but because they embody the qualities which make poetry loved and make the world a better place to live in. Among the authors represented are Amy Lowell, Drinkwater, Noyes, Hilda Conkling, Iris Tree, Masefield, Hortense Flexner, Kipling, Edna St. Vincent Millay, Margaret Widdemer, Schaufler, Untermeyer, Frost, and Josephine Preston Peabody. (Houghton M.) \$1.75

CHIEF CONTEMPORARY DRAMATISTS

By Thomas H. Dickinson

Professor Dickinson's first collection of contemporary plays was published in 1915, and immediately took its position as the definite anthology of present-day drama. The Second Series represents the later tendencies in the drama of Europe and America. Most of the plays have been written during the last decade. Each of them was a success on the stage, and each deserves a long life. Except for Shaw and Barrie, whose plays it was impossible to include because of copyright restrictions, "Chief Contemporary Dramatists, First and Second Series," form a collection representative of all the most discussed dramatists of the day. (Houghton M.) \$4.50.

MODERN DRAMA IN EUROPE

By M. Storm Jameson

This is not an ephemeral collection of critical articles but a more permanent and constructive analysis of the development of modern drama since Ibsen, in which all the masters of the theater in Europe, including Strindberg, Hauptmann, Barrie, Shaw, Galsworthy, Benavente, Pinero, Donnay, Hofmannsthal, Guitry, and many others, are marshalled together in a single historical outline. (Harcourt.) \$3.

BALLADS OF A BOHEMIAN

By Robert W. Service

The verses of Robert Service, the rhymer of the Yukon, have enjoyed a very wide popularity as the tremendous sales of his "The Spell of the Yukon," "Rhymes of a Red Cross Man," etc., show. He was so omnivorously devoured by the American doughboy, in fact, that some one has suggested the appropriateness of appointing him poet laureate to that individual. As Mr. Service's verses portray different phases in his career, his latest is of the life which he took up since the war. His war service ended, he bought a home in France and became a frequenter of the Latin Quarter and boulevards. "Ballads of a Bohemian" reflect this new experience and present a panorama of the busy, jostling life of the Quarter. (Barse & Hopkins.) \$1.60; \$2.25

AN ARMFUL OF GOOD PLAYS

- Mary Stuart.** By John Drinkwater. Houghton M. \$1.25.
Body and Soul. By Arnold Bennett. Doran. \$1.50.
Claire de Lune. By Michael Strange (Mrs. John Barrymore). Putnam. \$1.75.
The Green Goddess. By William Archer. Knopf. \$1.75.
Deburau. By Sacha Guitry. Putnam. \$2.
The Emperor Jones; Different; The Straw. By Eugene O'Neill. Boni & L. \$2.
Emperor Jones. By Eugene O'Neill. Stewart & K. 50 c.
Enter Madame. By Gilda Varesi and Dolly Byrne. Putnam. \$1.75.
Sweet and Twenty. By Floyd Dell. Stewart & K. 50 c.
A Kiss for Cinderella. By J. M. Barrie. Scribner. \$1.50.
The Coming of Gabrielle. By George Moore. Boni & L. \$4.
Sherwood. By Alfred Noyes. Acting ed. Stokes. \$1.75.
Provincetown Plays. By George Cram Cook and Frank Shay. Stewart & K. \$2.50.
Ten One-Act Plays. By Alice Gerstenberg. Brentano. \$2.
Collected Plays. By Stephen Phillips. Macmillan. \$4.
Little Theater Classics, V. 3. By Samuel A. Eliot, Jr. Little, B. \$2.
Fifty One Act Plays. Comp. by Frank Shay. Stewart & K. \$5.
Representative Plays by American Dramatists, 1856-1911, V. 3. Ed. by Montrose J. Moses. Dutton, \$7.



A LODGE IN THE WILDERNESS
 JACKET ILLUSTRATION FROM "GOD'S COUNTRY"
 BY JAMES OLIVER CURWOOD
 Cosmopolitan Book Corporation

RELIGION

IN HIS STEPS TO-DAY

By Charles M. Sheldon

This new book by the author of "In His Steps" answers the question "What would Jesus do today?" It is in dialog form and presents an exchange of views between Jesus and the representatives of the principal factors in modern life. (Revell.) \$1.25.

JESUS IN THE EXPERIENCE OF MEN

By T. R. Glover

The author of "The Jesus of History" shows how Jesus has transformed fundamental religious ideas, blotted out old preconceptions and convictions, and established a new set of principles, so that "the intimate knowledge of Jesus is an emancipating force." (Association Press.) \$1.90.

THE MEANING OF SERVICE

By Harry Emerson Fosdick

Dr. Grenfell's saying, "Religion is action, not diction," is the keynote of the third of Mr. Fosdick's trilogy on the meaning of Christianity. Mr. Fosdick, well-known as special preacher, First Presbyterian Church, New York City, and Professor of Practical Theology, Union Theological Seminary, throws down this challenge: "We need a new hatred of uselessness in institutions and persons, and a new baptism of sacrificial and effective service. Unless Christianity can face the tremendous tasks that this new generation presents with an outpouring of self-sacrificing service and good will proportionate to the need, we shall register a lamentable failure instead of the success which we might achieve." The matter is presented in the form of daily readings. (Association Press.) \$1.25.

THE LIFE OF CHRIST

By Rev. R. J. Campbell

A life of Christ from the distinguished clergyman whose leaving the Congregational ministry to enter the Church of England made such a stir in religious circles in 1916 will be welcomed with unusual interest. The book is the result of long study. (Appleton.) \$3.

GOD'S COUNTRY

By James Oliver Curwood

From the sense of the eternal bigness and aliveness of the world and of man's small place as but one of its creatures, the religious faith of James Oliver Curwood was born. It isn't a new faith but the very old pantheistic belief that "Nature is God," that "Life is Life." Trailing for years thru the wildernesses and snow-wastes of the Northwest, Mr. Curwood, who wrote the popular novels "The River's End," "The Valley of the Silent Men," etc., learned to live and to love life. His books tell of a happy man who wants every one else to be happy, to find his trail to happiness. (Cosmopolitan.) \$1.25.

WHAT CHRISTIANITY MEANS TO ME

By Lyman Abbott

"This volume," says the author, "is an endeavor to state simply and clearly the results of sixty years of Bible Study, of more than sixty years of Christian experience. The grounds of my confidence in the truth of the statements made in this volume are the teachings of Jesus Christ and His apostles as reported in the New Testament, interpreted and confirmed by a study of life and by my own spiritual consciousness of Christ's gracious presence and life-giving love." (Macmillan.) \$1.75.

"BEST SELLERS" AND OTHER POPULAR BOOKS

The books listed below have appeared frequently during the past six months in lists of "best sellers" and of books in greatest demand at the public libraries. Popular books noted elsewhere have not been listed.

FICTION

MAIN STREET. By Sinclair Lewis. 451 p. D
Harcourt \$2

The vividly realistic story of the encounter of an idealistic young college-bred woman with small-townism, set in Minnesota but universally true.

THE AGE OF INNOCENCE. By Edith Wharton.
360 p. D *Apltn.* \$2

A brilliant re-creation of the New York of the '70's.

POTTERISM. By Rose Macaulay. 237 p. D
Boni & L. \$2

A clever and witty English novel, a portrayal of philistinism in modern society, directing its chief attack against the popular newspaper.

MOON-CALF. By Floyd Dell. 394 p. D *Knopf*
\$2.25

A significant first novel of the biographical type portraying the reactions to life in the middle west of a youth of humble origin, a dreamer and idealist.

MISS LULU BETT. By Zona Gale. 269 p. D
Apltn. \$1.75

An artistically told tragedy of a spinster regarded as the "family beast of burden." The dramatic version by the author has been a New York success.

THIS SIDE OF PARADISE. By F. Scott Fitzgerald.
305 p. D *Scrib.* \$1.75

A first novel by a youth of twenty-three depicting the society side of undergraduate life at Princeton.

CAPTAIN MACEDOINE'S DAUGHTER. By William
McFee. 348 p. O *Dou., P.* \$1.90

The story of a girl of questionable antecedents, a compelling book pervaded with the haunting mystery of the sea.

ZELL. By Henry G. Aikman. 326 p. D *Knopf*
\$2.50

A realistic novel in a small city background, tracing the development of the hero, a bit of a dilettante, humanist, and philosopher.

NO DEFENCE. By Gilbert Parker. Illus. by
C. D. Williams. 347 p. O *Lipp.* \$2

A romantic tale of an Irish gentleman and his love, staged in Ireland, England, the West Indies, and America in the days of the French Revolution.

A POOR WISE MAN. By Mary Roberts Rinehart.
399 p. D *Doran* \$2

The labor problem as a background for a delightful love story.

HUNGER. By Knut Hamsun. Trans. from
the original by George Egerton. 279 p.
O *Knopf* \$2.50

A relentlessly detailed chronicle of the thoughts, emotions and actions of a starving man by the winner of the Nobel prize for literature for 1920.

THE VALLEY OF SILENT MEN. By James
Oliver Curwood. Illus. by Dean Cornwell.
298 p. D *Cosmopolitan Bk.* \$2

A stirring tale of hardihood, daring, and love set in the Canadian Northwest.

THE TOP OF THE WORLD. By Ethel M. Dell.
571 p. D *Put.* \$2

A story of passionate love and intrigue in a South African setting.

THE TRUMPETER SWAN. By Temple Bailey.
Illus. by Alice Barber Stephens. 386 p.
D *Penn* \$1.90

A pleasing romance presenting a bred-in-the-bone Virginian hero and heroine of spirit and charm, the center of a group of attractive Southerners.

HUNGRY HEARTS. By Anzia Yezierska. 295 p.
D *H. Mif.* \$1.90

Short stories of distinction portraying immigrant life, written by a Polish girl who began life in this country in a sweat-shop.

NON-FICTION

THE OUTLINE OF HISTORY. By H. G. Wells.
2 v. 667; 686 p. O *Macm.* \$10.50

A subtly written philosophic discussion and an interpretation of the facts of history from Wells' viewpoint.

MARGOT ASQUITH. By Margot Asquith. 2 v.
288; 290 p. ports. illus. O *Doran* \$7.50

The frank and fearless autobiography of the wife of England's former prime minister abounding in reminiscences of figures distinguished in English society.

NOW IT CAN BE TOLD. By Philip Gibbs. 538
p. front. O *Harp.* \$3

A frank statement of war facts which the removal of censorship made available, by the well known war correspondent.

MEMOIRS OF THE EMPRESS EUGENIE. By Count
Fleury. 2 v. O *Apltn.* \$7.50

A dignified and restrained chronicle of the life of the Empress Eugenie, constituting a history of the Second Empire.

THE AMERICANIZATION OF EDWARD BOK. 384
p. port. O *Scrib.* \$5

The autobiography of the Dutch boy, who became editor of the *Ladies' Home Journal*.

THEODORE ROOSEVELT AND HIS TIME. Ed. by
Joseph B. Bishop. 2 v. O *Scrib.* \$10

A sympathetic and understanding record of Roosevelt's life.

PIPEFULS. By Christopher Morley. 284 p.
illus. D *Dou., P.* \$2

Characteristic essays and sketches by the conductor of the "Bowling Green" column.

A STRAIGHT DEAL, OR THE ANCIENT GRUDGE.
By Owen Wister. 294 p. D *Macm.* \$2

An explanation of the prejudice that has been kept alive in this country against England.

THE STORY OF OPAL: THE JOURNAL OF AN
UNDERSTANDING HEART. By Opal White-
ley. 313 p. illus. O *Atlantic* \$2

The diary of a little girl during her sixth and seventh years revealing her joyous response to the world of nature.

WHITE SHADOWS IN THE SOUTH SEAS. By
Frederick O'Brien. 464 p. O *Cent.* \$5

A delightful book of travel dealing with a year in the islands of the far South Seas.

ROAMING THROUGH THE WEST INDIES. By
Harry A. Franck. 486 p. 121 illus. from
photos. by the author. O *Cent.* \$5

Another delightful record of another "vagabond" trip, this time in company with Mrs. Franck.

CAMP READING

By

J. Walker McSpadden, Author of "Book of Holidays," etc.

A FEW years ago the idea of providing special reading for the boys' and girls' vacation would have been pooh-poohed, if thought of at all. "Turn the children loose. Let them rusticate and shift for themselves, and forget all about books," was the accepted opinion. But nowadays, with the growth of the camp idea itself, the matter of summer reading is demanding careful consideration.

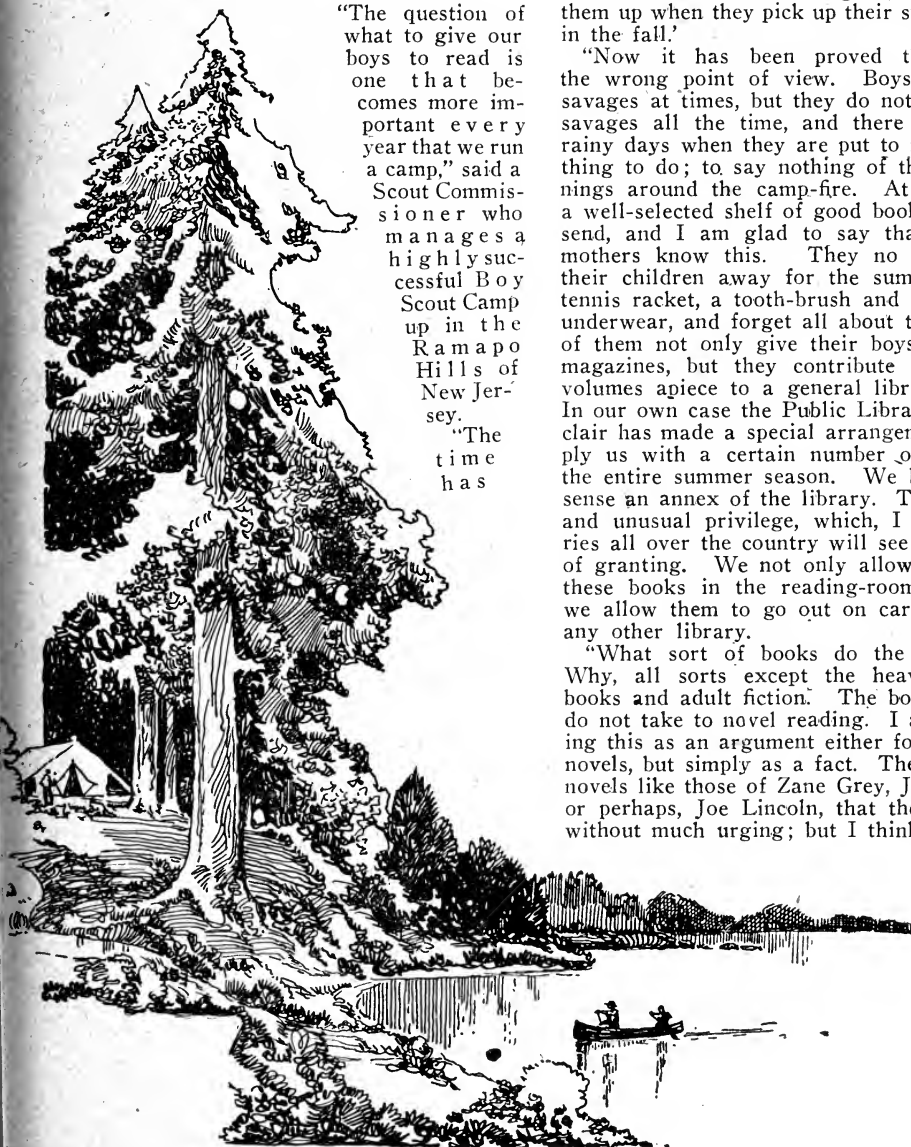
"The question of what to give our boys to read is one that becomes more important every year that we run a camp," said a Scout Commissioner who manages a highly successful Boy Scout Camp up in the Ramapo Hills of New Jersey.

"The time has

long since passed when the boys were simply dumped out in the wilds and left to shift for themselves. While we believe in giving the boys all the latitude possible, we know from long experience that their time and energies must have a general oversight. I have heard some mothers say, 'Oh, turn the boys loose; let them be young savages for a month or two in the summer. Let them forget all about books. It will do them good, and freshen them up when they pick up their studies again in the fall.'

"Now it has been proved that this is the wrong point of view. Boys like to be savages at times, but they do not want to be savages all the time, and there are lots of rainy days when they are put to it for something to do; to say nothing of the long evenings around the camp-fire. At such times a well-selected shelf of good books is a godsend, and I am glad to say that my camp mothers know this. They no longer send their children away for the summer with a tennis racket, a tooth-brush and a change of underwear, and forget all about them. Some of them not only give their boys books and magazines, but they contribute one or two volumes apiece to a general library as well. In our own case the Public Library at Montclair has made a special arrangement to supply us with a certain number of books for the entire summer season. We become in a sense an annex of the library. This is a fine and unusual privilege, which, I hope, libraries all over the country will see the wisdom of granting. We not only allow full use of these books in the reading-room itself, but we allow them to go out on cards, just like any other library.

"What sort of books do the boys read? Why, all sorts except the heavier general books and adult fiction. The boys as a rule do not take to novel reading. I am not stating this as an argument either for or against novels, but simply as a fact. There are some novels like those of Zane Grey, Jack London, or perhaps, Joe Lincoln, that they will read without much urging; but I think you would



SELLING BOOKS FOR BOYS AND GIRLS

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Among our Popular Copyright titles there are about thirty which are especially appropriate for the growing girl, such as **Rebecca of Sunnybrook Farm, Daddy Long Legs**, etc. Display these with your Juveniles and recommend them to parents as good reading for their girls.

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NEW YORK

Ask for our *complete list*. It's Interesting.

have to look some distance to find one reading 'Main Street' for himself. They like all kinds of outdoor books, especially when following the adventures of a group of boy characters, thru a series of books. It goes without saying that they like Boy Scout books, if they are not mawkish or overdrawn, but even this title won't save 'em if the yarns are poor. Boys very soon find out. I find that old favorites like Henty, Alger, and Ellis are somewhat out of style, but there is a newer crop of writers of stories of adventure who are eagerly followed. When such books give wood lore, nature facts, tracking, hunting, craftsmanship, or the like, the boys appreciate them all the more—if well done. But for heaven's sake cut out the good-goody type of books and those with the too-obvious moral.

"General books on how-to-do things are also in steady demand; often they supplant fiction. Boys want to learn the insides of a motor, how to rig up a wireless outfit, how to make a sail-boat or canoe, and a thousand and one other things—especially if such books contain plenty of plain, clearly-drawn diagrams. Such books not only help pass away the time at the camps, but they also give the boys something to talk about and that keeps their brains from getting rusty; the

boy goes back to school in September much more alert and ready for work, than if he had been turned out to play just plain savage."

The above observations by one of the oldest hands at the game of running boys' camps are so sound that they require very little extended comment. The writer remembers pleasant trips of his own to this particular camp and other such camps, also to a large Y. M. C. A. State Camp where the reading room privileges were constantly made use of and much appreciated. The selection of books, however, was by no means what it ought to have been, and the boys were not taught to take proper care of the books that were available. This part of camp life should be turned over to a stated librarian who should make it his business to card index the books and handle them just as they are handled in a town library.

The question of proper books for reading in girls' camps does not differ in any of its essential details from the above. Girls nowadays are no longer satisfied with the "Elsie" type of books; they demand good wholesome stories full of action and real life. A good many of the books which interest their brothers are equally welcome to them.

BOOKS FOR BOYS AND GIRLS

It is play to read each day. Vacation means more time for reading.

INJUN AND WHITEY STRIKE OUT FOR THEMSELVES

By *William S. Hart*

This second of the *Boys' Golden West Series* is a sequel to "Injun and Whitey," that exciting tale of ranch life and cattle-rustlers. It relates the adventures of the two young heroes on a hunting expedition into the mountains, where they find a gold mine, an Indian war, savage grizzlies, and an old enemy, from all of which only exceptional prowess brings them safely out. (Houghton M.) \$1.75.

THE ROVER BOYS IN THE LAND OF LUCK

By *Arthur M. Winfield*

This is a new title in a series which has been very popular with boys and girls as well. The new story relates the stirring adventures of the Rover Boys in the oil fields.

Earlier titles are: *The Rover Boys—At School; On the Ocean; In the Jungle; Out West; On the Great Lakes; In the Mountains; On Land and Sea; In Camp; On the River; On the Plains; In Southern Waters; On the Farm; On Treasure Isle; At College; Down East; In the Air; In New York; In Alaska; In Business; On a Tour; At Colby Hall; On Snowshoe Island, or The Old Lumberman's Treasure Box; Under Canvas; On a Hunt.* (Grosset & D.) ea. 85c.

HIGH BENTON—WORKER

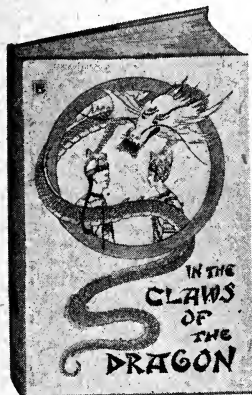
By *William Heyliger*

Boys who followed "High" Benton thru the vicissitudes of high school days, will be anxious to know what happens to him after graduation. Steve goes to a nearby city to learn the ropes of salesmanship and there falls in with some bad companions. But Steve does not lose his head and pursues a sane course to success. (Appleton.) \$1.75.

ALFRED A. KNOPF



220 W. 42 St., New York



IN THE CLAWS OF THE DRAGON

By George Soulie De Morant

An extremely entertaining story of Chinese life, with plenty of action and dramatic situations that well presents a faithful picture, both sentimental and humorous, of Chinese family life. A book no less for the many who are interested in things Chinese than for those who seek only a thoroughly exciting tale over which to pass an evening on train, on boat, or at home.

Picture jacket in colors. \$2.50 net.

OLD FIGHTING DAYS

By E. R. Punshon

You will remember Punshon as the author of one of the most successful Borzoi mystery stories, "The Solitary House" (now in popular copyright.) Here he gives an exciting and interesting story of the old ring days in England, with a love story interwoven. This book will appeal to every one who cares for the Jeffrey Farnol type, also to Punshon's mystery readers, to every one who is interested in the

Dempsey-Carpentier fight, and you can sell it at your juvenile counter as well. Picture jacket in colors. \$2.00 net.



GRIM: The Story of a Pike

By Svend Fleuron

The book for every one who enjoys the woods and the early summer days and fishing. The story of a pike, a tiny thing of inches at birth and a monster of fabulous size at its last death struggle, told by one of the masters of nature. Vivid and appropriate illustrations by Dorothy P. Lathrop.

I predict a long and steady sale for Fleuron's books and you should start now to build up the business which will, without question, attach itself to all of his books. Couple this up with Nature books, Outdoors displays, etc. Picture jacket in colors. \$2.00 net.

THE WINE OF LIFE

By Arthur Stringer

A tip to the wise -- one large jobber who read it calls this Stringer book "a new Robert W. Chambers." Window posters, 8½ x 11½, car cards (each in two colors), advertising cuts, and jackets in quantity, will be furnished free, on application. Second printing. Picture jacket in colors by James Montgomery Flagg. \$2.00 net

THE CHESTERMARKE INSTINCT

By J. S. Fletcher

This new detective-mystery story by the author of the famous "The Middle Temple Murder" is selling as well as that epoch-making book among detective stories. Fletcher, who used to collaborate with Conan Doyle, seems destined to take Doyle's place with this particular public. A darn good yarn and more coming.

Picture jacket in colors by E. M. Jackson \$2.00 net.



CEDRIC SHOWS HIS METTLE
FROM "CEDRIC THE FORESTER" BY BERNARD MARSHALL
D. Appleton & Co.

CEDRIC THE FORESTER

By Bernard Marshall

This is a story of merrie England in the early thirteenth century when knights were bold and outlaws roamed the woods. The heroes are Richard, the sixteen-year-old son of a lord and Cedric, a brave young forester, his squire. How Cedric rises to knighthood while remaining the same unspoiled youth, and how he succeeds in gaining justice for the oppressed make a story of action and spirit as well as an historic picture. (Appleton.) \$2.50.

THE BOOK OF COWBOYS

By Dr. Francis Rolt-Wheeler

The era of the cowboy bridged the gap between the wild days of the Indian and the buffalo and the more modern period of rail-roading and stock industry. Historically, politically, and commercially, the development of the Western States cannot be understood without an appreciation of what the cowboy era really was. Dr. Rolt-Wheeler, in a book full of the swing and vitality of those times, of fur-feuds, Mormon massacres, Indian fighting, Western gun-play, and the wild days of the open range, has given a vivid and accurate picture of the days thru which the western states leaped from savagery to statehood. While it is written for older boys, it will interest adults as well. (Lothrop, L. & S.) \$2.

LORNA DOONE

By R. D. Blackmore

In answer to the demands of librarians for an edition adapted to juvenile readers this classic has been abridged for children by Carolyn Sherwin Bailey. The text itself is unchanged except for the elimination of some of the

lengthy descriptive matter with the resultant quickening of the action. Harold Brett, the illustrator, has caught and symbolized the influences and environment of the real Lorna Doone in his colored pictures. (M. Bradley.) \$3.50.

RICK AND RUDDY IN CAMP

By Howard R. Garis

It was in a previous book that Rick Dalton found his dog chum Ruddy. Now they go camping with a troop of Boy Scouts. Their adventures, afloat on a nearby lake and blazing new trails thru dense woods, are further enlivened by the discovery of a mysterious cave and by encounters with unfriendly neighbors in an adjacent camp. A partially blind girl proves herself a real heroine, and her brother whose cruelty to animals arouses Dick's ire, is made to see the light of kindness when he is saved from calamity by the timely assistance of Rick and Ruddy. Milo Winter, who is well known for his animal drawings, has illustrated these adventures of Rick and Ruddy. (M. Bradley.) \$1.75.

BOUNCING BET

By Joslyn Gray

That tragedy of adolescence, "not like other girls," is the theme of a new book by this popular writer for girls, author of "Rosemary Greenaway," etc. The heroine's abnormality in this case was being several sizes too large for thirteen going on fourteen. How Bouncing Bet became like other girls, and very much nicer and prettier than some, how a miserable misunderstanding growing out of an attempt to help an afflicted classmate was adjusted, and all brought to a happy climax makes an absorbing story for teen age girls. (Scribner.) \$1.75.

New Dodd, Mead Fiction

The Hall and the Grange

Another delightful story of English country house life by **ARCHIBALD MARSHALL**. As vivid and entertaining a chronicle as his stories of the Clinton and Grafton families. \$2.00

Sweet Stranger

America as well as England provides a setting for this sprightly romance by **BERTA RUCK**, author of *HIS OFFICIAL FIANCEE*, and other popular tales. \$2.00

Val of Paradise

A fast-moving story of life on the turbulent Mexican border by **VINGIE E. ROE**, whose Western stories are always "best sellers." \$2.00

"Hell's Hatches"

LEWIS R. FREEMAN, who knows the South Pacific intimately, has chosen that fascinating land as a setting for a strikingly vivid and bizarre story. A "he" book, well describes it. \$2.00

Majesty

LOUIS COUPERUS, author of the *SMALL SOULS* stories, is regarded as the foremost living Dutch novelist. In *MAJESTY* his fine artistry is exhibited at its best. \$2.00

The Unlighted House

JAMES HAY, JR., who wrote *THE WINNING CLUE* and *THE MELWOOD MYSTERY*, again unravels a perplexing murder mystery: this time with a new type of detective. \$1.90

Overlook House

A detective story with a really baffling plot, told with literary skill by **WILL PAYNE**. Surprises are many, leading up to a stirring and unusual climax. \$2.00

Six Seconds of Darkness

Within an hour of the commission of a murder three persons confess the crime, in this story by **OCTAVUS ROY COHEN**, author of *THE CRIMSON ALIBI*, etc. Who was guilty? \$1.75

Dodd, Mead & Company

Publishers

New York

NEW ROY BLAKELEY BOOKS

By Percy Keese Fitzhugh

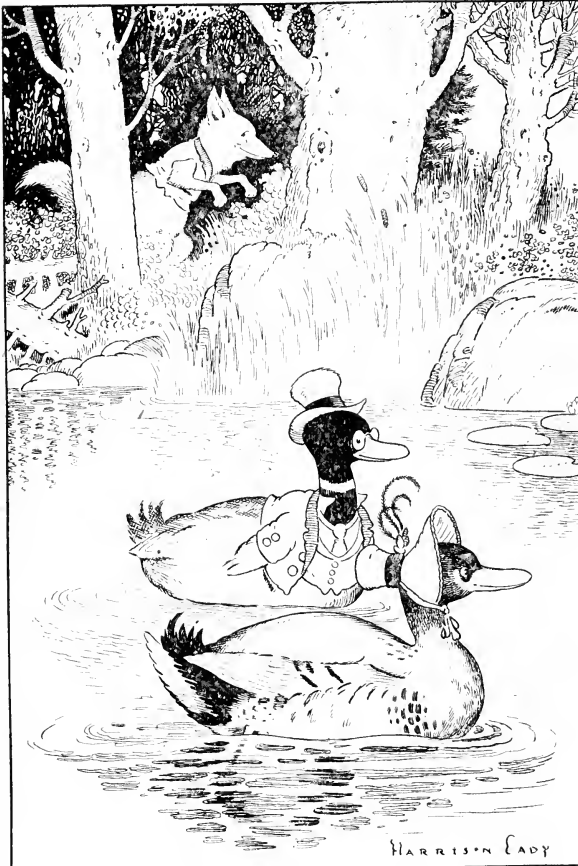
These books are filled with the fun play, adventure and Boy Scout atmosphere of the earlier volumes of the series. The new titles are: "Roy Blakeley's Motor Caravan" and "Roy Blakeley, Lost, Strayed or Stolen." "Roy Blakeley"; "Roy Blakeley's Adventures in Camp"; "Roy Blakeley, Pathfinder"; "Roy Blakeley's Camp-on-Wheels"; "Roy Blakeley's Silver Fox Patrol" were published earlier. (Grosset & D.) ea. 75c.

able to look after himself. An exciting adventure in an old mine helps make the boys closer friends and paves the way to patching up an old feud of Tom's. Jerry's corners become trimmed off in time and long before he distinguishes himself on the baseball field he has won his way into the good graces of his mates. (Appleton.) \$1.75.

LIGHTFOOT THE DEER

By Thornton W. Burgess

For the mother of little folks of eight or under to start on a vacation without a volume of Thornton Burgess would be as incongruous as to depart for the sea shore without tin pails and shovels. All little holiday seekers as well as their stay-at-home cousins will be delighted to hear that Mr. Burgess has started a new series of animal stories, the *Green Forest Series*, of which the first is "Lightfoot the Deer." Lightfoot is one of the loveliest and most gentle of all the Green Forest people. As we all know, he is one of the most hunted creatures at a certain season of the year, and his life is not a happy one until that season is over. He needs all his cleverness, all his special gifts of keen scent and rapid flight, to escape his greatest enemy—man. But his companions of the Green Forest all love Lightfoot, and they help him in many ways. Sammy Jay cries his warning signal from the tree tops and Paddy the Beaver sends his caution from the pond. And sometimes Lightfoot finds a friend among mankind, who prefers him happy and graceful and alive, and gives him sanctuary while the hunting season lasts. There are eight of Harrison Cady's funny pictures in color in this real Burgess story. (Little, B.) \$1.75



THE INSTANT HE SAW MR. AND MRS. QUACK, A GLEAM OF LONGING CREEPT INTO HIS EYES FROM "LIGHTFOOT THE DEER" BY THORNTON W. BURGESS
Little, Brown & Co.

THREE-BASE BENSON

By Ralph Henry Barbour

Here is another of Mr. Barbour's excellent blends of school and sport stories. The hero is somewhat of a square peg at the outset, an uncouth but genial North Carolina country lad in the round hole of an exclusive "prep" school. Tom Hartley, another boy selected by the faculty to act as a sort of guardian to the country lad, soon finds that Jerry is very well

TOM SLADE ON MYSTERY TRAIL

By Percy K. Fitzhugh

This is a story of Scout ways and how they help boys to grow into fine types of American men. The series of which this is the newest title has the endorsement of the Boy Scouts of America. Other titles are: "Tom Slade, Boy Scout"; "Tom Slade at Temple Camp"; "Tom Slade on the River"; "Tom Slade with the Colors"; "Tom Slade on a Transport"; "Tom Slade with the Boys Over There"; "Tom Slade, Motorcycle Dispatch Bearer"; "Tom Slade with the Flying Corps"; "Tom Slade at Black Lake." (Grosset & D.)

ea. 75c.

D. H. LAWRENCE

D. H. Lawrence is the greatest writer living. This is the opinion of the foremost English and American authors and critics—Arnold Bennett, May Sinclair, W. L. George, Sherwood Anderson, Amy Lowell, John Macy and many others. In this age of great writers and revival of letters such as the world has not witnessed since Elizabethan times, an author who holds the topmost position is a literary phenomenon that occurs only once in several centuries. For the contemporaries of Lawrence to remain ignorant of his writings is like having lived in the age of Shakespeare and remaining ignorant of his plays. Don't miss Lawrence's works. Don't miss his latest two wonderful novels.

THE LOST GIRL

Arnold Bennett says:

"Mr. Lawrence is the foremost of the younger British novelists and beyond question a genius. **THE LOST GIRL** is a novel of great beauty, distinction and force."

Sherwood Anderson says:

"Each one of these books—**WOMEN IN LOVE**, **THE LOST GIRL**, **PSYCHOANALYSIS AND THE UNCONSCIOUS**—is an achievement that would make the reputation of an American in a lifetime."

May Sinclair says:

"D. H. Lawrence is one of the few novelists of the decade who will live. I consider the suppression of **THE RAINBOW** a crime—murder of a beautiful thing—dishonoring to everybody concerned in it." \$2.00

WOMEN IN LOVE

(Limited subscription edition only)

Douglas Goldring, author of REPUTATIONS, says:

"**WOMEN IN LOVE** is a masterpiece, Lawrence's most important work up to the present. It is really an amazing book." \$15.00

Read also Lawrence's

PSYCHOANALYSIS AND THE UNCONSCIOUS

Lawrence's philosophy of life, as here unfolded, and its bearing on human conduct, will prove helpful even to the most sophisticated. \$1.50

INVISIBLE TIDES

By BEATRICE KEAN SEYMOUR

The greatest English novel of 1920 and best seller. The whole English press says so. London Daily Sketch:

"To Mrs. Beatrice Kean Seymour, we think, belongs the distinction of having written in **INVISIBLE TIDES** the best novel of the year. It is already one of the best sellers."

Louis J. McQuilland in the London Sunday Express: "Probably the best first book of the year."

London Times: "Beatrice Kean Seymour, the author of **INVISIBLE TIDES**, is another star in the literary void. **INVISIBLE TIDES** is written with unerring taste and sense of proportion, and the style, if not positively beautiful, approximates towards the pale negative of perfection." \$2.00

THE ANGLO-AMERICAN FUTURE

By A. G. GARDINER

Editor of the London Daily News

This is a book of the timeliest interest to Americans. It is a notable and illuminating presentation of a subject, which, as the author says, is "the key to the puzzle" that confronts the world to-day. Mr. Gardiner is a distinguished English writer. \$1.50

STREETS AND OTHER VERSES

By DOUGLAS GOLDRING

A Delicious Book of Verse.

Rebecca West, in the London Star:

"I insist on saying that his volume **STREETS** contains some of the loveliest verse that has ever been written about London." \$1.50



THOMAS SELTZER, Publisher,
5 West 50th Street, N. Y.

THE OUTDOOR GIRLS AT WILD ROSE LODGE

By *Laura Lee Hope*

"The Hermit of Moonlight Falls" is the subtitle of a new book in the *Outdoor Girls Series*. The *Outdoor Girls* have had many previous adventures at: Deepdale; Rainbow Lake; in a Motor Car; in a Winter Camp; in Florida; at Ocean View; on Pine Island; in Army Service; at the Hostess House; at Bluff Point. (Grosset & D.) ea. 75c.

THE BOY SCOUTS BOOK OF CAMP FIRE STORIES

Ed by *Franklin K. Mathiewes*

Around the campfire is a magic circle, one of the finest places in the world for story-telling and goodfellowship. The Boy Scouts of America has incorporated the "campfire" in its program for council and friendship and story-telling. In one volume, the Chief Scout Librarian makes available to parents and leaders a goodly number of stories worthy of their attention and when well told likely to arrest and hold the interest of boys in their early teens. The contributors include such notable writers as Henry Van Dyke, Jack London, Ralph Connor, Irving Bacheller, Rex Beach, Stewart Edward White, Clarence B. Mulford, Ellis Parker Butler and others equally prominent. (Appleton.) \$2.50

THE WAR-TRAIL FORT

By *James Willard Schultz*

One of the last of the old frontiersmen and Indian fighters tells another Tom Fox and Pit-amakan story, a tale of the perilous encounters with hostile Indians of a white boy and his Blackfoot friend. (Houghton M.) \$1.75.

KIDNAPPED

By *Robert Louis Stevenson*

The story of David Balfour who was kidnapped by his uncle and shipped to America to be sold now appears in the new edition of *Rhead's Illustrated Juveniles*, a form in which boy readers will enjoy it more than ever. (Harper.) \$1.75; Lib. ed. \$1.60.

WHEN ORIOLE TRAVELED WEST- WARD

By *Amy Bell Marlowe*

In Oriole's adventures in the west Miss Marlowe adds a new title to her books of American life for girls. Earlier titles are: "The Oldest of Four"; "The Girls of Hillcrest Farm"; "A Little Miss Nobody"; "The Girl from Sunset Ranch"; "Wyn's Camping Days"; "Frances of the Ranges"; "The Girls of Rivercliff School"; "When Oriole Came to Harbor Light." (Grosset & D.) ea. 85c.

THE WHITE WOLF

By *Elmer Russell Gregor*

A tale of the out of doors, of Indian life, customs and legends, of hunting, fishing and stirring deeds. One cold night, as Old Sky Dog, the venerable Delaware medicine man, is performing some mysterious rites to ward off famine, a haunting cry comes from the wilderness. It is the cry of the White Wolf that presages disaster to those remaining where it has been heard. Thus threatened, the Delaware chief decides to move camp. Running Fox, the son of the chief, and his friend Spotted Deer, determine to stay behind. The tale takes up their adventures in search of the Great White Wolf and in combat with their ancient enemies, the Mohawks. (Appleton.) \$1.75.

THE ROYAL BOOK OF OZ

By *L. Frank Baum*

Even the war did not interfere with the travel to the Land of Oz, that wonderland that has been the joyful resort of so many small people. It was sad news, indeed, when it became known that the beloved guide would conduct no more parties to the home of the Tin Woodman, The Scarecrow, and all the other fascinating folk of the kingdom. But Mr. Baum left some unfinished notes about another excursion and these have been edited by Ruth Plumley Thompson to make another real Oz book for 1921. The pictures in color are by John R. Neill who has illustrated so many other Oz books. (Reilly & L.) \$2.



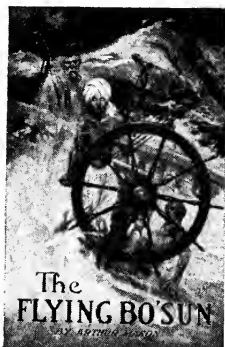
SIR HOKUS OF POKES

FROM "THE ROYAL BOOK OF OZ" BY L. FRANK BAUM
Reilly & Lee

YOU CAN'T GO WRONG ON THESE BOOKS

THE FLYING BO'SUN

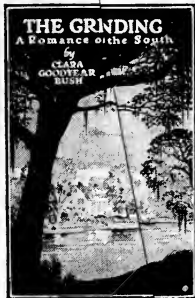
Samuel Abbott in the N. Y. Tribune says, "To him who loves the sea, and to him who relishes a rattling live story we recommend this out of the ordinary record in fiction of the sensational voyage of the schooner "Wampa" across the Pacific. The author gets a lot of salt into his pages. For a first novel, a bit of a monsoon."



Arthur Mason, the author, has been a sailor most of his life. He knows the sea, as only those of the old wind-jammer days do. He's been in every harbor from Shanghai to Port Said. In this story the rough and ready fighting seamen of long ago live again. **\$1.75**

DE MORGAN

In this final novel "The Old Man's Youth" from the pen of the author of "Joseph Vance" persists the quietly quaint beauty and gentle humor of De Morgan at his best. Lovers of the Victorian order of writing, where life is mirrored calmly and with a kindly softening of austerities, will enjoy this novel. **\$2.00**



THE GRINDING

By
CLARA BOISE BUSH

A story of the South that will appeal to all those who appreciate the quaint charm and picturesqueness of plantation life, and the lure of a fast fading and romantic time. The author knows her scene thoroughly, and gives it a vivid background which adds much to her character studies of southern aristocracy, creoles, planters, and truly humorous darkies. **\$2.00**

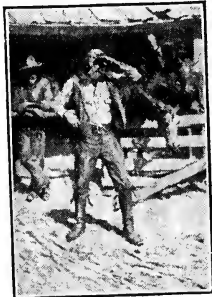


ROLLAND

In this new novel, "Clerambault" Romain Rolland says that "It is to the great republic of free souls dispersed over the world" that the hero appeals. The analogy between Clerambault, the great literary figure in the book and the great literary figure who wrote it, and whose position during the war aroused almost as much controversy as the celebrated Dreyfus case, is unmistakable. **\$2.00**

MEET MR. STEGG

By
KENNETT HARRIS



In this entertaining novel one is introduced to Sam Stegg, an old bullwhacker turned granger, a chap filled to the muzzle with yarns and fragments of laughter. Where many stories of the West are built around impossible heroes, this one has the mint-mark of the real on every page. **\$1.90**

PEEPS AT MANY LANDS

Many an American child has been led to a feeling of good fellowship with the little folks of other lands thru the attractive little books of this series. It is good news that they are now available in American edition. Each volume contains two of the English volumes depicting naturally related countries or cities. The volumes have been brought up to date geographically and historically. The illustrations and covers are the same as those of the English edition. (Macmillan.) ca. \$1.50.

BIRD STORIES

By Edith M. Patch

This new addition to the *Gateway to Science Series* is written to appeal to slightly older children than its predecessor, "Hexapod Stories." Here are charming stories of Chick, D. D., Sandy, the sandpiper, Carie, the loon, and of other feathered creatures. Each chapter gives the life story from the breaking of the shell until the time when the young birds themselves assume the responsibilities of parenthood. The stories reveal an intimate knowledge of nature, and are attractively told. Robert J. Sim, who illustrated the first book, has made interesting drawings for this. Miss Patch is State Entomologist, University of Maine. (Atlantic.) \$1.25.

THE WISHING FAIRY'S ANIMAL FRIENDS

By Corinne Ingraham

Already the Wishing Fairy has gained the friendship of innumerable children by her stories syndicated to newspapers all over the country by the *New York Sun*. These fantasies of the animal world are written and illustrated in color in a manner sure to charm a child, to say nothing of the grown-up who is so fortunate as to be chosen as Chief Reader and Turner of Pages. There are eight colored illustrations by Dugald Stewart Walker. The stories may be had complete in one volume or in parts under these titles: (1) "Cottontail and the Wishing Fairy"; (2) "The Peacock and the Wishing Fairy"; (3) "The Elephant and the Wishing Fairy"; (4) "The Zebra and the Wishing Fairy." (Brentano.) \$2.50; in parts, ea. \$1.

SLUMBER TOWN TALES

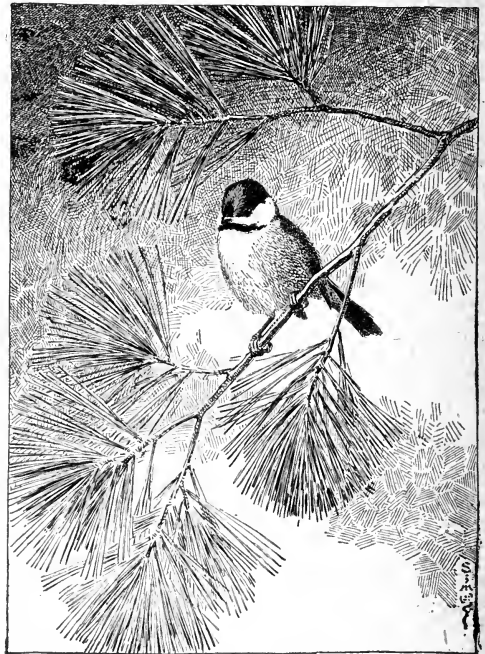
By Arthur Scott Bailey

The farm yard and woodland folk of the *Sleepy Time* and *Tuck-Me-In-Tales* are so popular with little people that they will be delighted to hear of a new title in each series.—"The Tale of Master Meadow Mouse" and "The Tale of Mrs. Ladybug." The hero and heroine of these two little books make jolly vacation chums whose exploits gain a hearing at almost any time of day. The type is easy for beginning readers and there are pictures in color by Harry L. Smith. (Grosset & D.) ea. 50c.

MERRY TALES FOR CHILDREN

By Carolyn Sherwin Bailey

These are stories with a laugh in every one and along with the laugh is a lesson that will stick all the better because the child has seen the funny side of it. The author has drawn upon many sources old and modern for the best in child humor. The stories are classified under the important headings of those child influences which, properly fed, influence his future life. (M. Bradley.) \$2.



CHICK, D. D.
FROM "BIRD STORIES" BY EDITH PATCH
Atlantic Monthly Press

HEROINES OF HISTORY AND LEGEND

Ed. by Elva S. Smith

Here are 48 stories, ballads, and narrative poems telling of heroines in different ages and in many lands, from the time of the East Indian princess, Savitri, whose love was not conquered by death, to Nurse Edith Cavell, who sacrificed her life in the European war. Most of the selections are from standard writers; the scenes and incidents are varied, and different types of loyalty, patriotism, courage and self-sacrifice are presented. The editor, of the Carnegie Library, Pittsburgh, has had long experience in evaluating books for young people. This collection will be specially useful to Girl Scouts and Camp Fire Girls. It is illustrated from prints of famous paintings. (Lothrop, L. & S.) \$2.

TIMELY, UP-TO-THE-MINUTE NOVELS

The joyous book of the year

QUEENIE

By Wilbur Finley Fauley

Romanticism and realism are alluringly commingled and there is a biting burlesque of New York "Society" which, though somewhat of a caricature, perhaps, is also an exposé. Queenie rises from obscurity to social prominence, the unsuspecting beneficiary of a criminal act; and her meteoric career is replete with adventure and romance. QUEENIE invites a second reading, for beneath the coaxing narrative there is a subtle and intense philosophy. Net \$1.75.

The creator of "Arsene Lupin" at his best

THE THREE EYES

By Maurice Le Blanc

What was their sinister meaning?

—three moving, glaring, human eyes upon a garden-wall. They appeared like a flash, and then gradually faded. Not an optical illusion, for he saw them plainly.

Did they portend a marvellous, scientific discovery that would enrich humanity? Then why was he terrified? And why did those baleful orbs so strangely influence the love of two young people.

This is a mystery for you to solve by reading Maurice Le Blanc's newest book "The Three Eyes" The versatile creator of Arsene Lupin is at his best in this novel, where mystery, love and adventure combine to hold you breathlessly interested to the end. Net \$1.90.

A pulse-stirring story of the Canadian Mounted Police

GET YOUR MAN

By Ethel and James Dorrance

"Don't you know that the first law of every woman's life—of MY life—is to get her man?"

Straight-from-the-shoulder talk from a mere girl, but the great Canadian wilderness is no breeding place for conventionality or polite dissimulation. And Yukona Bruce got her man, her relentless, rugged "Northwest Mounted," man-hunting man after, as she promised, she had broken the bloodhound in him. A mystery story of the Canadian Mounted Police, rich in realistic adventure, with an undercurrent of romance that seems to follow inevitably those whose daily duty brings them to hand-grips with Nature and her children in the rough. Net \$1.75.

A beautiful profile+mystery+love and adventure=

JOHN RUTLAND'S ROMANCE

By J. Percival Bessell

He fell in love with her beautiful profile—

he worshipped the dainty tilt of her nose—the sweet curve of her mouth. He adored her warmth, her intelligence, her ardor. He proposed marriage and was accepted.

Suddenly he relinquishes her, though she has done nothing to forfeit his love. Why? She accepts another man as her fiance, and does not know the difference. Can you understand it?

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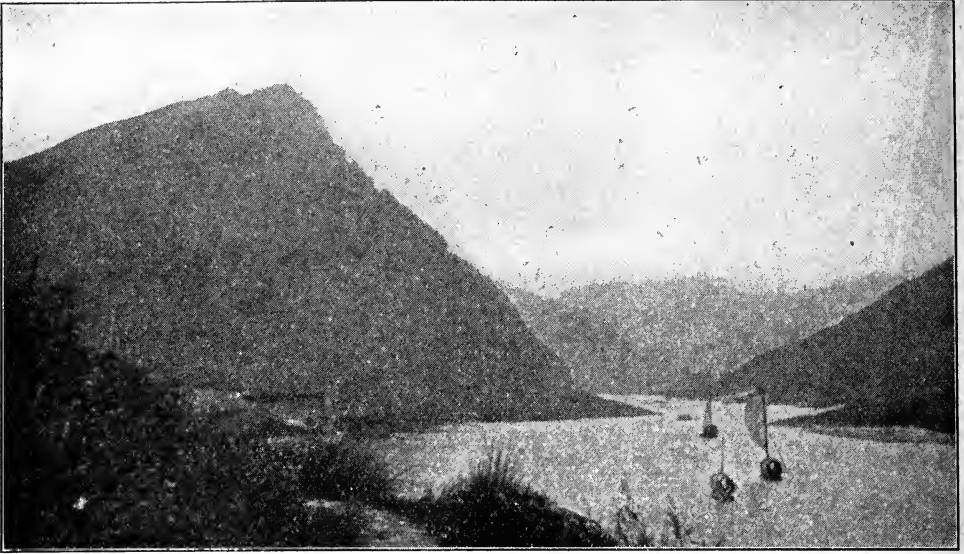
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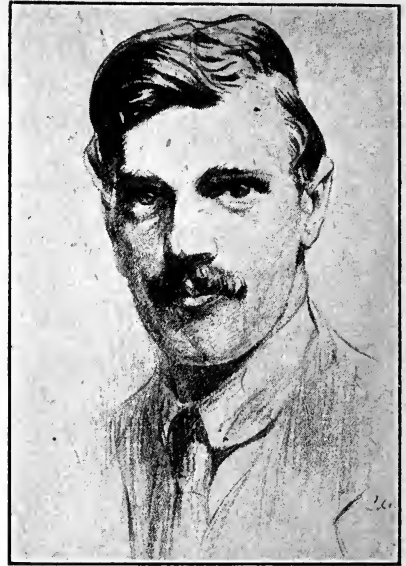
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Oxford University Press, Toronto, Canada, Agents

Among the Authors

CORINNE ROOSEVELT ROBINSON is known to the American public not only as the sister of Theodore Roosevelt, but by her own work in Americanization, and by her writings, prose and poetry. Mrs. Robinson's latest book is a collection of verse "The Poems of Corinne Roosevelt Robinson" (Scribner).



A PORTRAIT STUDY BY ELIZABETH BUERMANN OF EUNICE TIETJENS, AUTHOR OF "JAKE"

Boni & Liveright

"SINCLAIR LEWIS once said that 'Cabell is a quiet man, fond of children and steak,' and this in a way, serves admirably to describe not the essence of him, but his manner," says a personal friend of James Branch Cabell's. Mr. Cabell, whose latest book is "Figures of Earth" (McBride), was born in Richmond, Va., in 1879, and was graduated from William and Mary College in 1898. He worked on the Richmond *Times* and was for two years a reporter on the *New York Herald*. Since 1902 he has given himself entirely to writing and research with the exception of two years devoted to coal mining.

J. D. BERESFORD, whose Jacob Stahl trilogy gained him wide recognition, is a clergyman's son who came up to London at eighteen and was articled to a firm of architects. After practicing architecture for some years he began to write for publication in 1906. His latest book (Putnam) shows that he has been thinking of public affairs. The London *Observer* says of it, "The beginning of Mr.

Beresford's 'Revolution' is more exciting than the whole of his last two or three novels." The lesson drawn in the new novel is that violent upheavals do no service to the mass of people and are likely to be followed by quick reaction.

E. PHILLIPS OPPENHEIM, who writes three novels a year and a few short stories as well, is able to do enough work each morning to permit of his getting out on the golf links a good many afternoons. Since finishing "The Profiteers" (Little, Brown), Mr. Oppenheim has been enjoying a holiday on the Riviera. Next year he hopes to spend his spring vacation in the United States.

THE GENTLEMAN WITH A DUSTER

Who wrote The Mirrors of Downing Street
That's set the world in such a fluster?
Who is this Gentleman, discreet
In name, but open with his Duster?

Of those who Britain's mandates forge
He penetrates each mystic mask with
Astounding depth; be it Lloyd George,
Lord Leverhulme or Mr. Asquith.

Some things he says of Northcliffe's past
May strike the prude as rather shocking.
Lord Kitchener gets quite a blast,
And Balfour, too, *his* share of knocking!

Great men are never what they seem,
Some cannot think! Some lack good breeding!
These sketches daring, frank, in time
Are worth your most attentive reading.
—CHICOT; On "The Mirrors of Downing Street" (Putnam).

APROPOS OF "Mystic Isles of the South Seas" by Frederick O'Brien (Century):
Rhymer may wish to learn that Tahiti
Is now pronounced to go with nightie.
Tho ancient records leave no doubt
The old time Tahitians went without.

CLARA GOODYEAR BOISE BUSH, author of "The Grinding," a love story of Louisiana (Holt), has put much of her own life into her novel. Her heroine is a Queen of the Mardi Gras just as her daughter has been three times. And the plantation where the heroine seeks refuge bears the actual name of Mrs. Bush's real home, "L'Esperance" and is like it in many respects.

As Manly and Tender a Tale as Ever Was Told

The Kingdom Round The Corner

This is the great new novel that represents Coningsby Dawson's return to romantic fiction after four years of intense war work and war writing. An appealing and whimsical story of the present time—a story of the sort that plays softly on the heartstrings and carries courage and strength to all who read it—a story the memory of which you'll cherish forever. And already it's one of the most widely-discussed books of the present day—one which *Gertrude Atherton*, in a review, characterizes as "one of the most charming novels of the year." Order it today and you will find it:



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*Ideal for Summer Reading—
Ideal to Lend to Any Friend You Love*

Illustrated by
W. D. Stevens

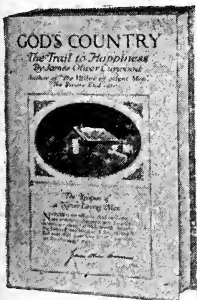
THE KINGDOM ROUND THE CORNER

Price, \$2.00

GOD'S COUNTRY

The Trail to Happiness

By James Oliver Curwood



The strangest thing this famous author has written and one of the most wonderful messages of hope ever addressed to mankind. Any person who loves the out-of-doors will revel in it.

Take This Book to the Country This Summer.

Jacket in Color.

Price, \$1.25

FIND THE WOMAN

A Novel of Youth and Mystery

By Arthur Somers Roche



It's thrilling ingredients are: Charm and beauty, youth and courage, faith and purity—all that a woman has. Magic and mystery, wonder and romance, temptation and triumph—all that New York holds.

A Story of Breathless Mystery and Intrigue

Illustrated by Dean Cornwell.

Price, \$2.00

Cosmopolitan Book Corporation.

119 West 40th Street, New York

Note to Dealers: Get Ready for a Big Demand for These Three

HONORE WILLISIE has recently returned from a winter in Wyoming where she spent her days in the saddle and enjoyed some exciting pioneer adventures. Ever since Mrs. Willisie's first experience in the western desert, which brought forth her first novel, "The Heart of the Desert," she has found in the great West the inspiration of her best work. "Still Jim," "Lydia of the Pines," "The Forbidden Trail," and lastly, "The Enchanted Canyon," grew from actual personal experience in the wilderness.

WILBUR FINLEY FAULEY, author of "Queenie" (Macaulay), proved with his adventurous spirit that it was possible for an American to see Europe on a shoestring. He set out on what he called polite adventure, with a typewriter, a hand bag, and \$60 in his purse. By the time he reached London his fortune had been reduced to \$2.50. Luckily he stumbled on a job as a reporter on a provincial weekly at thirty bob a week, and thus paid for his side trips to the continent and to the historic and literary shrines of England. Luck smiled on him from every side. At the end of the first year abroad he had lodgings in Mayfair, London, and had met the Queen at Windsor Castle.

ISAAC F. MARCOSSON, author of "An African Adventure" (Lane), has sailed for England. Later he will go to Germany, Austria, Poland and Czecho-Slovakia. He will gather material for a series of magazine articles to be published later in book form.

THE BROOKS MORE PRIZE for the best poem or group of poems printed in *Contemporary Verse* during 1920, was recently awarded to Sara Teasdale, for the group "The Dark Cup" in "Flame and Shadow" (Macmillan). The judges were: Robert Frost, Professor John L. Lowes of Harvard, and Katharine Lee Bates.

ROMAIN ROLLAND's career was shaped by

reading Tolstoi, and more particularly by a personal letter from the Russian master which said "not love of art but love of humanity is the only thing of value." Thus, Rolland, the art critic, became Rolland, the prophet, who has been called "the moral conscience of our time." His "Clerambault" (Holt) is reminiscent of Tolstoi.



HONORE WILLISIE, AUTHOR OF
"THE ENCHANTED CANYON"
Frederick A. Stokes Co.

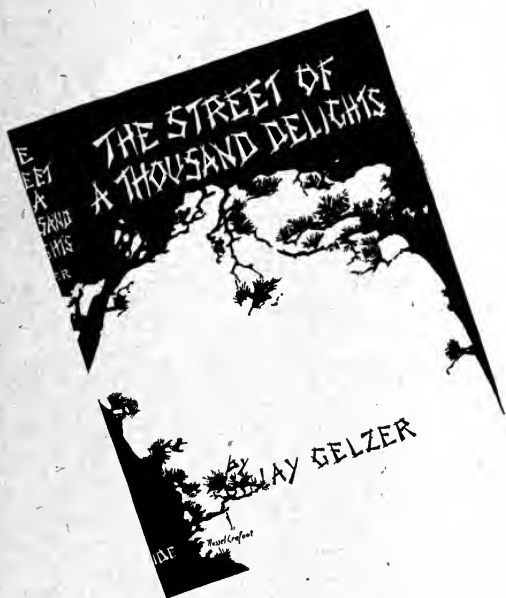
ALTHO IT IS no secret that Robert Orr Chipperfield, the popular mystery story writer, is the same person as Isabel Ostrander, there are still those who are unaware of the fact. Recently an enthusiastic reader of "The Man in the Jury Box" (McBride) and other Chipperfield books, went into a bookstore asking for something "just as good." "How about this?" asked the bookseller, offering Miss Ostrander's recent novel, "How Many Cards?" "What? Read a book by a woman?" cried the customer, "I should say not!"

OPRESSED BY the drabness of life in a Glasgow bank, Robert W. Service at twenty-one kicked over the traces and after a steerage passage landed at Vancouver with five dollars in his pockets. Then followed all sorts of jobs from shoveling in tunnels to school teaching and reporting. Tired at last of having no settled occupation, he went back to banking, but a stroke of luck changed his whole destiny: he was sent to the Yukon by his bank and there remained eight years. It was then that he began to put into verse some of his

impressions of the virile life around him, and "Songs of a Sourdough" saw the light. Mr. Service's latest book, "Ballads of a Bohemian" (Barse and Hopkins), is a product of his after-the-war experience as a resident of France.

BOOTH TARKINGTON has been asked to write a play for Maude Adams who is to return to the stage this fall.

McBride Fiction for Summer



The Street of a Thousand Delights by Jay Gelzer. Ready in June. \$1.90

NOTES ON RECENT FICTION

¶ Isabel Ostrander has written another of her ingeniously plotted mystery stories. *The Crimson Blotter* is the title, and it's the story of a murder committed under apparently impossible circumstances. The trail that leads to the discovery of the murderer is an exciting one and you'll be thrilled during every moment of the chase. \$2.

¶ Another, and equally absorbing, mystery yarn is Robert Orr Chipperfield's *The Man in the Jury Box*. Reviews invariably commend its originality of plot and the manner in which suspense is maintained until the end of the book. Second Printing. \$2.

¶ Anthony Pryde has written only two novels but each has been a distinct success among readers of the better sort of novel. The recently published *Jenny Essenden* is now in its fourth printing and is daily growing in popularity. Swiftly moving, brilliantly told, and full of good dialogue, it makes capital summer reading—if you haven't discovered

THESE tales of an exiled community are possessed of an especial charm. Their scene is one of those hidden backwaters in an alien city in which the Chinese sedulously maintain the traditions and customs of their fathers — the Street of a Thousand Delights which twists its sinister length across the Chinese quarter of Melbourne. Here we meet the protagonists of many strange dramas: Sen Yeng, who could never forget the Chinese Lily; Wang Hai, whose blue eyes searched for something he could not discover among his father's people; Wong Ting Fu, whose love for his blind wife, Rosie May, brought death to a certain exile from Canton; and many others. Dramas as varied as life itself, now delicate and wistful, now rising to a note of tragedy, they are invariably picturesque and impregnated with the elusive perfume of the East.

it to be equally good reading for the spring. \$2.

¶ *Satan*, H. de Vere Stacpoole's romance of Tropic Seas, is, according to the *New York World*, "salted and savored and scrumptious," and, according to every one who has read it, an exceptionally enjoyable adventure story, with three delightful young people as its principal characters. \$2.

¶ The teasing irony with which James Branch Cabell has filled the pages of *Figures of Earth* has evidently commended that book to a great many people, for it has already reached a larger public than any of his previous novels. Mr. Cabell's books have of late been so highly praised that favorable comment from his publishers is superfluous. But—if you are still unacquainted with the work of one who is now widely considered one of the greatest living writers, *Figures of Earth* is a good book with which to make his acquaintance. Third Printing. \$2.50.

Robert M. McBride & Company, Publishers, New York

ARCHIBALD MARSHALL, the English novelist, who is so often described as carrying on in this generation the tradition of Trollope, will visit America this summer.

FOR THE PURPOSE of seeing scenery from a new viewpoint, getting a thrill, and some good "copy" at the same time, Arthur Stringer, author of "The Wine of Life (Knopf)" will ride the cowcatcher of a locomotive as it makes its way over the rails of the Grand Trunk Pacific Railway thru the Rocky Mountains. Mr. Stringer will be accompanied in this strange venture by J. Weston Taylor, an American artist.

SARAH DAVIS, author of "The Other Woman" (Century) was doubtless quite unconscious of following the philosophy of Carolyn Wells in her parody of the Rubaiyat:

("Lo, I will blow
All my Week's Wages on a
hat
And then, perchance, My
Friend
Will take me to a show")
when she plunged all the money for the movie rights of her novel on a super-car, yet her innocent extravagance has resulted in a tremendous crop of marvel tales of her success.

PIERRE HAMP, author of "People," added to the *European Library* by Harcourt, Brace & Co., began life as a pastry cook and now is the French Gorky. He has just been awarded the annual prize of 10,000 francs by the Committee of the Lasserre Foundation.

A. G. GARDINER, author of "The Anglo-American Future" (Seltzer), was for 18 years editor-in-chief of the London *Daily News*, the leading liberal morning paper in London. The Gardiner touch was seen especially in his celebrated two-column article, which was a regular Saturday feature during the greater part of his editorship. Three books of personal studies especially, have made his name known all thru the English-speaking world: "Prophets, Priests and Kings," "Pillars of Society," "The War Lords." He is also the author of the three books of conversational essays pub-

lished under the pseudonym of "Alpha of the Plow." He spent the autumn of 1919 in America.

WHILE THE AUTHOR of the Tarzan stories has had a varied career it is difficult to see any portion of it which might have furnished the inspiration for the popular tales of the ape-man. Mr. Burroughs was educated at Phillips, Andover, and a Michigan Military Academy. Since then he has served in the 7th U. S. Cavalry, Ft. Grant, Ariz., been gold miner in Oregon, storekeeper and cowboy in Idaho, policeman in Salt Lake City, and treasurer and department manager with important firms in Chicago.

CONINGSBY DAWSON'S little daughter is now round and rosy, but there was a time of grave anxiety for her parents when she seemed likely to succumb to malnutrition. In celebration of her recovery, Mr. Dawson went to Europe to help the starving children and his recent book "It Might Have Happened to You" (Lane), is the result of what he saw there.

THE PUBLIC is much more likely to think of Mary Carolyn Davies as the author of several volumes of charming poems than as a member of the Blackfeet Indian Tribe. Miss Davies, however, was adopted into the tribe in 1919 and given the name of Patuk-sie. Miss Davies' latest book is a novel, "The Husband Test" (Penn).

JOHN STRONG NEWBERRY, who won the prize offered by the Macmillan Company for the best rhymed review of

H. G. Wells' "The Outline of History," made his reputation in a more serious way thru his translations of two plays by the French poet Paul Claudel—"The City" and "Tête d'Or." (Yale University Press.)

SIR PHILIP GIBBS has recently returned to England after concluding his second lecture tour in this country. While he is perhaps most widely known on this side of the Atlantic for his journalistic campaign reports and war books, a recently issued book of his is a novel of the stage and home "Beauty and Nick." (Devin-Adair.)



ARCHIBALD MARSHALL
AUTHOR OF "THE HALL AND
THE GRANGE"
Dodd, Mead & Co.

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By the Committee on the War and the Religious Outlook.

FOR courageous and resolute consideration of irritating issues, for sympathetic appreciation of diverse points of view, for logical treatment and clearness of statement, nothing superior to this has appeared, or may reasonably be expected.

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Jesus in the Experience of Men

By T. R. GLOVER, Fellow of St. John's College, Cambridge. (JUST PUBLISHED)

A book that in its sound scholarship, deep spirituality and literary charm, suggests the author's "The Jesus of History," which so many thousands of readers have learned to prize.

Cloth, \$1.90

READERS OF Eleanor H. Porter's last novel, "Sister Sue" (Houghton Mifflin), may be interested in knowing something of the background from which the story grew. Mrs. Porter herself was a talented musician. She began to play and improvise before her feet could reach to the pedals. For fifteen years music was her principal interest. She was a student at the Boston Conservatory of Music and studied for several years under the instructions of Mrs. Long and Geraldine Farrar. She sang in many concerts, and at one time took the leading part in "The Pirate of Penzance." Even after she had turned all her talent into writing, she took a great deal of pleasure in her music.

AT THE recent convention of the American Booksellers at Atlantic City, the Penn Publishing Company offered a prize of an aeroplane trip over the city to the lady who most successfully represented at the costume party either the title of or one of the characters in one of its recent novels. The prize was won by Miss Hubley in a quaker costume representing "Hannah Bye."

NINETEEN-EIGHTEEN was the date of Henry Kitchell Webster's last novel. Before the summer is over a new novel is expected from him, "Real Life" (Bobbs-Merrill), the lively experiences of a beautiful movie heroine.

KNUT HAMSUN'S "Growth of the Soil" (Knopf) is now being filmed in Norway, with

leading Scandinavian actors in the chief parts. Mr. Rydland (the manager of the Norwegian Theater) is playing "Isak," with Ragna Wettergren (Hamsun's favorite actress) as his wife. The work will be done in the wilds of Nordland, where the scene of the book is laid.

IMPORTANT official recognition of an American poet by a law-making body came during the recent session of the Legislature of Nebraska, when the Senate and the House passed a joint and concurrent resolution declaring John G. Neihardt Poet Laureate of Nebraska. Mr. Neihardt's latest book is "Two Mothers" (Macmillan.)

IT IS reported that seven hundred and twenty-eight small towns thruout the United States have voted to change the name of their principal thorofare from "Main Street" to "Broadway." Who says that we pay no attention to our native American literature?

—Life.

FOND ENGLISH Mother: Congratulations, Harold. Now that your first book is published, you can go over and lecture to the Americans.

MARGARET E. SANGSTER, author of "The Island of Faith" (Revell) is the granddaughter of the Margaret E. Sangster who is lovingly remembered as the Postmistress of *Harper's Young People* and as the author of short stories and poems.



SARA WARE BASSETT

AUTHOR OF A "BEST SELLER," "FLOOD TIDE," A CAPE COD STORY, AT CHATHAM ON THE CAPE
Little, Brown & Co.

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*A Popular Engagement, Shower,
or Wedding Gift*

“A Thousand Ways to Please a Husband”

By **LOUISE BENNETT WEAVER**
and **HELEN COWLES LE CRON**

With Decorations by **ELIZABETH COLBOURNE**



“No, you cannot live
on kisses,
Though the honey-
moon is sweet,
Hearken, brides, a
true word this
is—
Even lovers have
to eat.”

A New and Practical Cook Book

Containing Over 400
Recipes

This is the most
unique kitchen and
household compendium
ever published—
“The Romance of
Cookery and the In-
spiration of House-
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interesting than a
novel, for it is the
life and adventures
of Bob and Bettina
who sail into the com-
plexities of house-
keeping the moment
the wedding journey
is at an end.

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FROM "ROGUES & CO." BY I. A. R. WYLIE
John Lane Co.

Fiction

ROGUES & CO. By Ida A. R. Wylie. D Lane \$2

The adventures of a shabbily clad individual who has lost his identity, discovered by the police late at night on the doorstep of a London house.

THE SILVER SIXPENCE. By Ruth Sawyer. Illus. by James B. Crank. 331 p. front. D Harp. \$1.75

A story of the stage and of the faith a girl had in the man she loved.

THE HOUSE IN QUEEN ANNE SQUARE. By W. D. Lyell. 504 p. D Put. \$2

A tangle of mystery and crime laid in Scotland.

THE UNSEEN EAR. By Natalie Sumner Lincoln. 299 p. front. D Apltn. \$2

The story of a mysterious murder.

DUST. By Mr. and Mrs. Haldeman Julius. 251 p. D Brent. \$1.75

A realistic novel of pioneer life in the Middle West.

THE NARROW HOUSE. By Evelyn Scott. 221 p. D Boni & L. \$2

The story of the inter-relations of a family.

ELLEN LEVIS. By Elsie Singmaster. 288 p. D H. Mif. \$2

The story of a girl who rebelled against the narrow traditions of a little religious community in Pennsylvania.

TAWI TAWI. By Louis Dodge. 357 p. D Scrib. \$2

A narrative of Mexican border life and life on a cannibal island in the Philippines.

OUT OF THE AIR. By Inez Haynes Irwin. 269 p. D Harcourt, Br. \$2

The romance of a young aviator and writer who discovers that the house he is occupying is haunted by mysterious visitors who try to give him an important message.

QUEENIE. By Wilbur Finley Fauley. Front. By G. W. Gage. 314 p. D Macaulay \$1.75

A story of an old house of mystery in New York and the adventures which a young girl encountered in it.

THE FIRE BRINGERS. By Francis Lynde. 292 p. front. D Scrib. \$2

A story of modern American life.

MY ORIENT PEARL. By Charles Colton. 280 p. D Lane \$1.75

The adventures of an Englishman infatuated with a beautiful Japanese girl cruelly persecuted by her half-brother.

JOURNEY'S END. By Edna A. Brown. 414 p. D Lothrop, L. & S. \$1.75

A novel concerned with the reactions upon each other's characters of a young doctor and a girl of modern type and with the influence upon both of a Quaker saint.

FOLKS. By Victor Murdock. 220 p. D Macm. \$2

Fifty-one short stories of "folks" in the American West.

THE PASSIONATE PURITAN. By Jane Mander. D Lane \$2

The romance of a conventionally trained young teacher thrust into the rough element of a New Zealand mill community.

SWAMP BREATH. By Robert Simpson. 326 p. D McCann. \$2

In which a London man of affairs and his wife are plunged from the life of the metropolis into the wilds of the Niger Delta.

THE SEEDS OF ENCHANTMENT. By Gilbert Frankau. 374 p. D Dou., P. \$1.75

Romance of a French colony of adventurers in Indo-China.

THE INNOCENT ADVENTRESS. By Mary Hastings Bradley. 244 p. D Apltn. \$1.75

The adventures of an Italian girl who arrives in New York from her native land in search of a rich husband.

THE PASSIONATE SPECTATOR. By Jane Burr. 197 p. D Seltzer \$1.90

A story of American life of to-day.

DAUGHTERS OF HEAVEN. By Victoria Cross. 299 p. front. D Macaulay \$1.75

An international romance.

THE MAN IN THE DARK. By Albert Payson Terhune. 311 p. D Dutt. \$2

A moonshine romance of the West Virginia hills.

THE HAPPY HIGHWAYS. By Storm Jameson. 306 p. D Cent. \$2

The story of youth's revolt against convention, concerning three brothers who migrate from the Yorkshire moors to study in London.

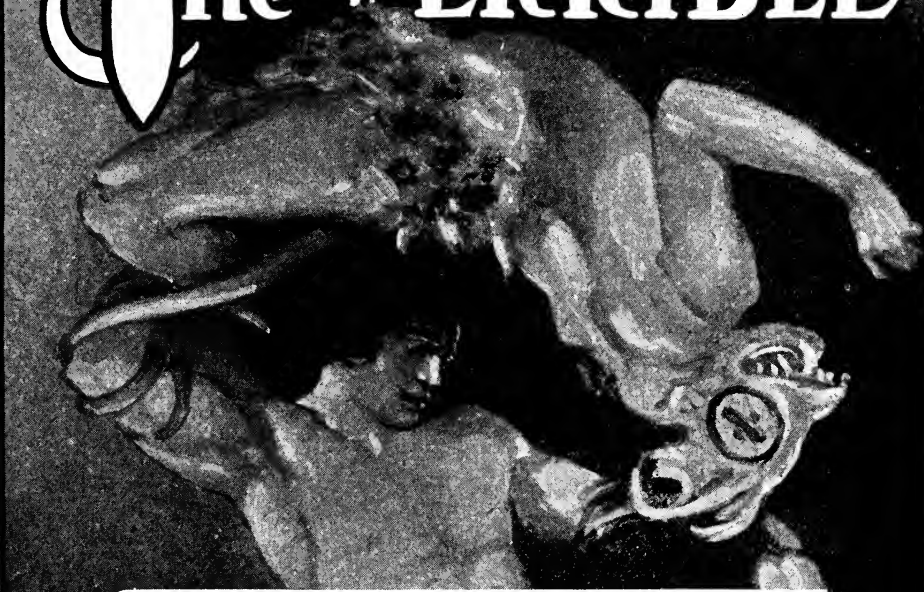
SATAN. By Henry De Vere Stacpoole. 305 p. D McBride \$2

A story of a sunken treasure, of a chart mysteriously obtained and covered by a group of scoundrels and of battles upon the sea.

THE WINE OF LIFE. By Arthur Stringer. 389 p. D Knopf \$2

A love story of New York's Bohemia.

TARZAN The TERRIBLE

A black and white illustration showing Tarzan in a dynamic, acrobatic pose, fighting a large, muscular ape-like creature. Tarzan is on the left, leaning forward with his arms extended. The creature is on the right, roaring with its mouth wide open, showing sharp teeth. The background is dark and textured.

TARZAN OF THE APES is world famous. The people of two continents are reading the Tarzan tales with delight. His new series of adventures take him to a strange corner of the earth inhabited by monstrous animals—left over from the stone age. The most thrilling of all Tarzan books. *Price \$1.90*

Publishers A. C. McClurg & Co. Chicago

Edgar Rice Burroughs



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Houghton Mifflin Co.

- MEET 'EM WITH SHORTY McCABE.** By Sewell Ford. 303 p. D *Clode* \$1.90
More tales in slang of the irrepressible Shorty.
- IN THE CLAWS OF THE DRAGON.** By George Soulie de Morant. 300 p. D *Knopf* \$2.50
A vivid account of the adventures of a French lady married to a Chinese gentleman of high degree.
- TWISTED TRAILS.** By Henry Oyen. 304 p. D *Doran* \$1.75
A romance of love and intrigue with the scene laid in Louisiana.
- THE FILM MYSTERY.** By Arthur B. Reeve. 379 p. front. D *Harp.* \$1.90
A Craig Kennedy detective story of a moving picture actress mysteriously poisoned.
- THE SHIELD OF SILENCE.** By Harriet Smith Comstock. Front. by George Loughridge. 292 p. D *Dou., P.* \$1.75
Amid the Virginia mountains two souls of veiled pasts trace out individual courses as fate and blood direct.
- HALF LOAVES.** By Margaret Cushman Banning. 312 p. D *Doran* \$1.90
A novel of American life in the middle-west, in which modern tendencies of marriage and social life are discussed.
- SIX SECONDS OF DARKNESS.** By Octavus Roy Cohen. 299 p. D *Dodd, M.* \$1.75
The story of a mysterious murder, to which three persons confess within one hour.
- THE STREET OF A THOUSAND DELIGHTS.** By Jay Gelzer. *McBride.* \$1.90
Tales of an exiled community in China.
- THE POISONER.** By Gerald Cumberland. D *Brent.* \$2
By the author of "Tales of a Cruel Country."
- INVISIBLE TIDES.** By Beatrice Kean Seymour. *Seltzer* \$2
Pronounced by many English critics the leading first novel published in England in 1920.
- THE CUSTARD CUP.** By Florence Bingham Livingston. 302 p. D *Doran* \$1.90
A humorous novel of every day folks.
- THE MAN IN THE JURY BOX.** By Robert O. Chipperfield. 324 p. D *McBride* \$2
A mystery novel based on the murder of a man of many enemies.
- WOODEN CROSSES.** By Roland Dorgeles. 403 p. D *Put.* \$2
The narrative of a French infantryman while at the front. This novel was awarded the *Femina* literary prize. Altho written in 1916, it was only released by the French censor last spring.
- THE RIDDLE OF THE MYSTERIOUS LIGHT.** By Thomas W. Hanshew. Front. by Walter de Maris. 323 p. D *Dou., P.* \$1.60
Another detective story in which Cleek and Scotland Yard appear again.
- MOGENS; and other stories.** By Jens Peter Jacobson. Trans. by A. Grabow. 150 p. *S. N. L. Brown* \$1.50
Contents: Mogens; The plague at Beigamo; There should have been roses; Mrs. Fønss. (*The Sea Gull Library.*)
- THE FIRST SIR PERCY.** By Baroness Orczy. 301 p. D *Doran* \$2
A tale of adventure in which the Laughing Cavalier, the hero of a former novel, reappears.
- THE BIG YEAR.** By Meade Minnigerode. Col. front. by R. M. Crosby. 292 p. D *Put.* \$2
A jolly tale of college types in a college town.
- THE INTELLECTUALS.** By Mary Dixon Thayer. Illus. by Stuart Hay. 191 p. D *Dorrance* \$1.75
A friendly satire.
- THE HEAVIEST PIPE.** By Arthur M. Patterson. 270 p. D *Jacobs* \$2
The complications that ensued when a young Boston lawyer who had just learned that he has inherited a fortune obliges a young woman he meets traveling to Maine by passing as her husband.
- THE SPLENDID FOLLY.** By Margaret Pedler. 296 p. D *Doran* \$1.90
A romance in which the question is asked "Can there be a happy marriage without perfect frankness?"
- THE CRIMSON BLOTTER.** By Isabel Ostrander. 300 p. D *McBride* \$2
A crimson stain upon a blotter is the only clue to the murder of a philanthropist.
- PRAIRIE FLOWERS.** By James B. Hendryx. 313 p. D *Put.* \$1.90
A story of western ranch life, in which Tex Benton, the hero of "The Texan," reappears.

Books You Will Be Glad You Have Read!

"A wonderfully appealing story!"

JAKE

By EUNICE TIETJENS

The *New York Tribune* describes this fine novel as follows: "The age-old triangle in a new arrangement. Over-lovable, easy-going, somewhat shiftless Jake, his mother, and his wife fight a bitter feud. The ground is the middle Mississippi basin, but the little drama is as tense and close to the bases of life as a Greek tragedy. Lighted by poetic prose." \$2.00

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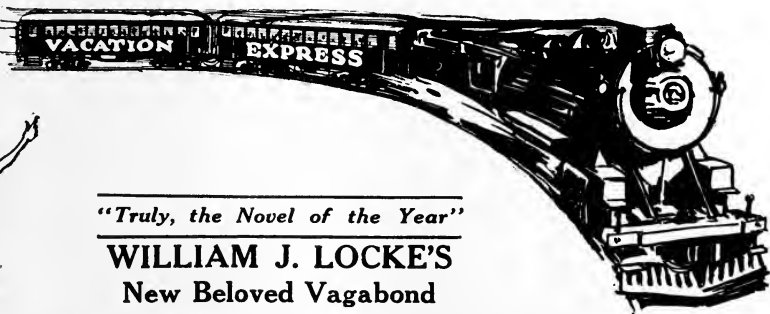
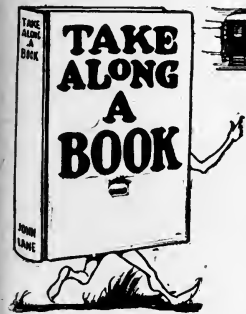
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 4, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Canadian Exchange

IN comparison with the fluctuations in our currency exchange with other parts of the world, the difference between this country and Canada is but a small percentage, but because of our nearness as a neighbor and the great importance of Canadian commerce the subject is one of keen and vital interest to this country.

Canada at present is full of emphasis on the "Buy in Canada" movement, and her leaders are emphasizing the need of buying home goods in order to bring to an end the adverse trade balance, a most natural policy, but as some things are being said about the attitude of America toward Canada that are not justified by the facts, it is worth while to look at the present state of exchange as it really is.

While no general statement can explain the exact cause of exchange variation and authorities themselves differ in their interpretation of the meaning of the fluctuations, there are two principal influences that can be easily pointed out: first, variations in the general purchasing power of the money in each country, and second, the general balance of trade.

According to the statistics of the Department of Labor, wholesale prices in United States in March were 162 as compared with a 100 of 1914. In Canada the figure for February was at 199. Since that date American prices have dropped still faster. As these figures will show, American wholesale prices are 18% lower than Canadian wholesale prices on general commodities. Now, according to the theory of Viscount Goshen, the *primary* reason for the wide divergence in foreign exchanges is this relative domestic purchasing power, but in this case the Canadian exchange, which stands at 11% discount is a more favorable figure to her than the general purchasing power of her dollar, i. e., the Canadian dollar, in spite of adverse exchange, will buy more, in the general wholesale market of this country than it will in its own market. This cer-

tainly does not show any intention to undermine the value of Canadian money in the States, as one speaker from Canada has claimed.

In England the purchasing power of their currency is about 20% less than ours, in the general wholesale market, almost exactly the same figure as the difference in exchange. In France the purchasing power of currency is about 57% less than the United States, and exchange about 60% off.

The other important element in the situation is the condition of the balance of trade. Canada has a balance of trade in her favor owing to a large export in raw material (an average of \$167,000,000 a year over six years), and it would seem a natural thing to expect that exchange would hardly be against her. The situation, however, is complicated by the fact that her credit balance now, as before the war, is in Great Britain, and her import deficit is with this country. Formerly her export balance to Great Britain could be drawn on in New York exchange to pay the balance due on American imports. In the present situation, however, Great Britain is upholding the credit of a continent and cannot supply these New York drafts. For this reason Canada, altho the total trade balance is as before strongly in her favor, is short of New York credit. This being the case, Canadian banks must carry loans to cover New York remittances and they must charge for this accommodation, which means a percentage paid on every thousand provided. The largest imports that go across the border are iron and products thereof and coal needed for Canadian industries. If such imports were curtailed, the trade balance would swing rapidly, but compared to them the small amount of book importations into Canada is negligible in affecting the balance of trade. (Canada's book imports from United States are about \$3,300,000; iron and steel and manufactures thereof \$184,000,000; foods, \$165,000,000.)

American business has been doing everything possible in the way of extending loans to Canadian industries to keep the balance of trade from swinging too far. While Great Britain's loans to Canada have rapidly dwindled in the last six years, America's loans to Canadian industries have jumped by leaps and bounds. New York has become by virtue of her accumulated capital the banker for this continent, as London was banker for us in all our growth, and capital is being liberally sup-

plied to enterprises across the border. In six years to 1919 United States bought \$900,000,000 in Canadian securities to Great Britain's \$298,000,000.

There is no phase of this "Buy At Home" movement going on in Canada that is not easily appreciated by business men in the States, as every phase of this development has found a counterpart in our own history. Do some Canadian papers look on New York as a grasping, financial octopus? So has the West looked on the East in many periods of our history. Do the Canadian business men look at the 11% exchange as an effort by the States to depreciate the Canadian dollar? So, too, have our new communities argued against events in our financial history that appeared to them to hinder their development. Does the Canadian author think that New York gives little opportunity to Canadian productions? So, too, has the New York author felt in regard to London for a century or more, and only last month the author of the most popular American novel claimed that American authors had no chance for publication compared to the English.

By the physical characteristics of the countries, by inevitable association along the long frontier, by the similarity of temper of our mixed populations, and the pioneer characteristics of our development, Canada and the United States are fellow commonwealths in tastes and interests, and bound together in future progress; separate but side-by-side in growth; of distinct individuality, but with the understanding of old and close friends. No misunderstandings growing out of this temporary state of currency exchange should be allowed to disturb the natural friendly relations of these peoples.

The Pilgrims' Celebration

THE Tercentenary celebration of the coming of the Pilgrims reaches its climax this summer when there are pageants at Plymouth from July 13th to 16th, again July 30th to August 3rd, and finally August 10th to 13th. The town of Plymouth and the state and nation have joined in preparing these observations, and thousands of people will journey to the town of Brewster, Bradford and Standish.

Many books on this subject have been pub-

lished, books on the Pilgrim history and the Pilgrim country, books for the young and for the old, and the celebration can be given greatly increased value by a wide display and emphasis on this literature.

"Take Along a Book"

THE campaign for Year Round Bookselling which has been underwritten for the second six months by the publishers and retailers is starting its publicity work with a wide emphasis on the very catching slogan of "Take Along A Book." The possibilities of increasing the interest of the public in the place of the book in summer vacations have always been to the front in the minds of alert booksellers, and by co-operative emphasis on this idea many people will have books in their vacation plans who never included them before.

The publicity will center not only on fiction, which ought to be a part of the contents of every vacation bag packed for the summer, but also on the numberless varieties of books that fit into summer activities, into automobiling, fishing, camp life, travel—every type of book that will enrich the weeks that are spent away from the city.

Most people cut down to a great extent their newspaper and periodical reading during the summer, and this leisure gives more time to catch up on the reading in book form; and not only is a new book to be considered, but many people have saved over in their reading plans the names of certain standard books that have escaped them or been temporarily passed by, and these are often available in pocket form, which is very tempting to the vacationist.

In the increasing of children's reading opportunities, there is a wonderful chance for constructive work by the bookseller. No boy or girl wants active play for every waking hour, and as the closing of schools leaves so much time available, a great number of books can be read, to the enrichment of the vacation period and the broadening of its meaning. The parent who starts to the country with but one or two books for the children's reading is neglecting a real opportunity to make the vacation count in the best possible way. Most parents only need to be reminded of this situation to consent to add books to the vacation packing.

A New "Who's Who"

WILLIAM Abbatt, publisher of the *Magazine of History*, is working on a compilation of pen-names, quotations, phrases, sobriquets, etc., not found in any work now in print, many of them never before collected. It will be issued under the title "The Colloquial Who's Who" to subscribers when a sufficient number of orders have been received. His address is Tarytown, N. Y.

The Story of Paper

By Benjamin S. Van Wyck

IV. The Modern Mill and Its Products

[This is the fourth in Mr. Van Wyck's series on the history of the paper making industry. The first article, "From Papyrus To Machine Made," appeared in the January 22 number of the PUBLISHERS' WEEKLY; the second, "Paper Making in England," in the February 26 number; and the third, "Early Days of the Industry in America" in the April 9 number. This fourth instalment concludes the story.]

THERE are two classes of mills producing book paper in the United States to-day: self contained units that rely upon as few outside sources of supply as possible, for any of their raw materials; and so-called conversion mills that purchase fibre in pulp form, and all other materials entering into the manufacture of paper. There are few of the former and many of the latter.

In treating this subject of modern paper manufacture, let us, figuratively speaking, take a trip thru one of the self-contained mills, where we will meet with all forms of pulp manufacture and the production of those items which enter into the processes.

About the first thing one is shown when making a first visit to a paper mill is the wood pile, at various times representing fifty to one hundred thousand cords of wood, in the large mills, cut to four foot lengths. It is an impressive sight, and one wonders how long it will be possible for the woodlands to hold out to satisfy the insatiable demand of the paper mills. In the production of book paper of quality there are two standard pulps used: sulphite (acid process) and soda pulp (alkaline process).

Preparing the Wood

The trees are felled, cut, trimmed and peeled in the summer months, and when the snow flies the logs are brought from the woods to the rivers to await the time when they may be floated to transportation points or to the mills. It is not until the logs reach the saw mills that they are cut to four-foot lengths. The mills prefer logs that have been peeled in the woods, the method employed is the slitting of the bark and peeling it off while the wood is green, which permits the bark to come away from the logs freely. If the logs are delivered to the mills with the bark on, it is then necessary to employ mechanical means to rid the logs of their protective covering. The log is rotated against a plate inset with knives and in the process of cutting away the bark some of the wood is cut away and it is estimated that nearly a twenty per cent loss of wood pulp fibre results in barking the wood at the pulp mills.

The ideal wood for sulphite pulp is spruce, a coniferous wood. Some fir is used but spruce is preferred. Soda pulp is made from a deciduous wood such as poplar, maple and birch. The preparation of the wood in both processes is practically the same. As wood is obtain-

able only at certain times of the year, the mills maintain almost a year's supply on hand or in transit the year round. Naturally, the oldest wood in the yards is drawn to the wood room for elimination of defects and is then chipped. The sulphite chips are approximately $1\frac{3}{4} \times \frac{1}{8}$ inches, the soda $\frac{3}{4}$ inches square and $\frac{1}{8}$ inch thick. The logs are chipped against a disc inset with knives rotating at high speed and they are fed in at an angle of about 45 degrees. A satisfactory degree of uniformity is lacking and it is necessary to screen the chips, the oversize being put thru another operation of crushing, the undersize is thrown out as waste. The chips are then conveyed to the digestors, to be cooked by either process.

Sulphite and Soda Pulp

To produce either sulphite or soda pulp it is necessary to cook the chips under steam pressure with the chemical solutions essential for the respective pulps. Why cook the wood? The fibre or cells of wood are filled with organic substances which after the death of the tree become active in putrefying the cellular walls resulting in the decomposition of the combined wood cells. Obviously, it is necessary to rid the cells of impurities and this can only be done by chemical methods. The organic substances are eliminated in both these processes. The production from both processes is known, generally, as chemical fibre to distinguish it from mechanical fibre which is a grade used in producing paper for newspapers and coarse grades of paper. It is commonly known as ground wood pulp. As you know, newspapers go to pieces in no time and you have had experiences, probably, with other papers that appeared to be of good quality but which fell to pieces after a few months or years. Such papers have a limited amount of mechanical fibre and their length of life is dependent on the amount of such fibre used in the "furnish."

In the sulphite process the chips are cooked in a solution of bi-sulphite of calcium and magnesium which is obtained in the following manner: Sulphur burned in a rotating furnace produces sulphur di-oxide which is then chilled while in lead pipes that are immersed in cold water. Incident to the production of sulphur di-oxide a high grade lime is slaked in water and when in complete solution is ready for the acid tower. This latter affair is filled with hollow bricks which are so placed in the tower that the milk of the lime will percolate over the area of the cylindrical tower. The acid, as a gas, is introduced at the bottom of the tower and the milk of lime at the top, the one ascending, the other descending. The milk of lime absorbs or cages the gas which in combination is bi-sulphite of calcium and mag-

nesium. The cooking unit is known as a digester; into this the chips are put and then the solution. The digester has an acid resisting lining. To sixteen cords of wood 22,000 gallons of the acid solution are used and the approximate length of time for each cook is nine hours. To determine the condition of the pulp while cooking, a small quantity of the liquor is drawn from the digester and is submitted to chemical tests as well as test for color and smell which while important are subject to variations as no two humans see and smell alike.

Bleaching

When the "cook" has reached the point where the pulp should be released from the digester the steam pressure and the gas are released and the pulp is blown, by a small amount of steam pressure left in the digester, into what is known as blow pit. From this point on the pulp is washed and screened until it is free from all "shive" (knots and uncooked particles of wood) and the pulp is ready for bleaching.

The mechanical process of producing soda pulp is virtually the same as in manufacturing sulphite. The solution is obtained by boiling a combination of milk and lime and soda ash, the result being caustic soda.

Sulphite is a strong, hard and long fibre. It is considered the backbone of a sheet of book paper, no matter how little or how much is used in the furnish. In some sheets only 10% is required while in others 80% is necessary. Soda pulp fibre is soft, tender and short, serving as a modifier to sulphite. It makes the sheet mellow and helps in refining the surface for good printing results. Both pulps are essential and because one sheet may have more of one than the other it is not indicative of the quality as it is presumed that a paper is made for a particular purpose. One so often hears the statement that this sheet or that is better than some other because of the larger amount of sulphite, when in fact the sheet has a poor surface, is harsh and inclined to stretch and shrink with every turn of the wind. The manufacturer preferring a fast running sheet that will not break, thereby cutting down on production, saves money by using a liberal supply of sulphite, altho this pulp costs more than soda pulp. The purpose for which the paper is intended should determine the percentages of each kind of pulp to be used.

Hypochlorite of lime or bleaching powder is used to bleach the pulp whether sulphite or soda. The bleaching system consists of a number of tanks, the pulps flow from one tank to the next and in each tank they receive the benefit of the chemical bleaching agents until finally the pulps change from the natural brownish tint to the standard of white adopted by the mill. Then come the washing and settling operations which rid the pulps of all traces of the bleach. Now the pulps are ready for the paper making operations. Please keep in mind that up to this point the two kinds of pulps are not combined in any pulp making or pulp finishing operation.

Paper making is not an exact science and there is not any indication that it ever will be. While a few mills in this country have reduced the number of man power operations to about the limit, the industry as a whole relies on the human factor to an extent almost unbelievable. This condition is changing rapidly now that the Great War has taught all industries a few things about scientific production, not necessarily volume output. When a particular grade of paper is desired it is necessary for the mill to establish the character of the "furnish" to go to the beater. Amounts in proper quantity of sulphite, soda pulp, clay (filler), color (bluing or ochre) and sizing (rosin and alum) are put in the beater which beats the combination to the consistency desired. A further refinement of the "stuff" (a paper making term applied to the combined ingredients after being prepared in the beaters) takes place in what is known as a jordon which is a conical metal affair fitted with bronze or steel knives acting on bed plates inset on the inside circumference of the cone; the knives being fitted to a shaft, centered, and allowing but little space for the "stuff" to pass.

Finishing

The paper machine consists of a wet end where the sheet is formed, a set of dryers, steam heated cylinders and the finishing end where the paper may be given various finishes at machine speed and where it is slitted and wound in smaller rolls in diameter or width as required. The machine travels at speeds suited to produce the grade and quality put out by the mill manufacturing. Some mills producing book paper will not allow a higher speed than 350 feet per minute, fully realizing that paper made at a faster speed is suitable for cheaper classes of work and that the appearance, feel and texture is adversely affected. The maximum speed of a paper machine is 1000 feet per minute and the grade of paper is a kraft wrapping of considerable strength. It is doubtful if book paper is made at a speed higher than 500 feet per minute which would be considered satisfactory for good printing. Of course, it all depends on one's standard of printing. The machines producing book paper vary in width from 50 to 186 inches. There are some 200-inch machines, but it is doubtful if they are manufacturing book paper. All Fourdrinier machines are equipped with an endless wire mesh varying in fineness from 60 to 90 lines to the inch. The wire is on the wet end of the machine, travels in the direction of the length of the machine and by means of a mechanical shake is oscillated rapidly. This action is to entwine the fibres thereby forming the sheet of paper. Of the combination of the water and stuff as it hits the wire the former is estimated to be 98% and the latter 2% of the total volume.

The water is sucked out of the rapidly forming paper while it is on the wire and before it leaves the wire the dandy roll impresses itself to impart to the paper a similar impression as on the wire side. The continuous web

of paper is then carried by wet felts to the dryers where the dryer felts take it thru the bank of steam-heated cylinders to the finishing or machine calenders. The only supplementary operations are super-calendering and coating. These we will touch on later.

Why one grade of paper for novels, another for text books and several others for particular purposes? The antique or unfinished grade used in novels came to us from England where they manufacture the light bulky Esparto grass fibre paper which we cannot duplicate, unless we rely on a supply of raw material (Esparto grass) that must come from a long distance. In the past it has not been economical for the mills here to do this and we must continue to use a furnish largely of soda fibre to meet the local demand for bulking papers. The antique that does not fluff in going thru the printing presses and is of good bulk, uniform in color, seems to meet the publishers' requirement. Medium antique or eggshell finish gives the paper maker a chance to show his art. Here is a paper that requires finesse and the mills making fine sheets of this class are not many. Why? Because it is hard to make and make well. If too bulky for its weight the sheet is flabby, if not bulky enough it is hard and harsh. The utmost in standardization is essential consistently to produce an eggshell finish of quality.

Supercalendered

The paper you find in text books of not too high a finish but fairly smooth is the so-called machine finish grade and is the paper best known to the layman. There is not any common standard of finish adopted by the trade. Each mill or publisher adopts his own standard so it is difficult to define the class of finish applied. Latterly the improvement of the half-tone engravings has had a tendency to influence publishers and mills to specify a particularly smooth finish and a good surface so that super finish and its extra cost may be eliminated. English finish is but a step from the machine finish grade, but what a step! Like eggshell it is difficult to make, must be produced at a reasonably slow speed and finer materials given longer treatment than the machine finish, in the beaters.

Super calendered paper is the machine finish class super finished during a supplementary operation on a machine other than the paper machine. The machine is a stack of rolls placed horizontally one on top of the other, some of chilled steel and others of discs of paper compressed on a shaft. There are about nine rolls in a stack and only one roll is driven. The others rotate by friction and it is this dragging or friction that polishes the surface of the paper, resulting in a highly finished paper. High grade super is put thru the calenders two or three times while the "as is" paper goes thru once. Either sheet may look well finished to the eye, but do they print equally as well? The paper is, of course, fed into the stacks from rolls, the speed being about 600 feet per minute.

Paper for Half Tones

Coated paper first came into prominence in the publishing houses of the United States when the Century Company required a paper for reproducing its illustrations by the half-tone process shortly after this process was invented in 1883. Theodore L. DeVinne was the printer and he was unable to get satisfactory results on the uncoated papers no matter how well finished they were. Several experiments in the mills of S. D. Warner Company at Cumberland Mills, Maine, produced results that paved the way for coated book paper for reproducing illustrations by the half-tone process. The process of manufacturing coated paper is apart from the operation of machining paper. The paper is a special grade known as coated body stock and to it is applied mechanically a liquid mixture of water, China clay, satin white and casein. Clay is used as a filler, satin white (a precipitate of lime and alum strained thru a screen 120 to 130 mesh.) only in the high grades and its function is to impart to the coating a fineness not obtainable by using any other known product. Casein, the curd from milk, is the binder or adhesive. In the cheaper coated papers glue or starch is substituted. The body stock comes in rolls to the coating room and the coating is applied by a series of brushes made from the finest bristles. The paper with the wet coating is floated on a blast of hot air to the drying chamber and after passing thru it is rewound and then sent to the calender room where the rolls are finished. There are three classes of finish: dull, semi-dull and glossy coated.

India Paper

There is another class of paper little made in this country altho very popular in England and on the Continent: India and Bible papers that register more than a thousand pages to the inch, in bulk. These papers are now made in this country and the notable achievements in publishing are the Webster's New International Dictionary, Encyclopedia Britannica, Nelson's New Century Library and several individual books like Henry Holt's Home Book of Verse and others. The India paper, like India this or that, probably derived the term from India from the fact that everything that came out of the Far East in the days of sailing ships was supposed to come from India whether it did or not. India paper is made from the finest of fibres, the treatment of which in the beaters is a matter of much moment. The loading is finer than that used in book paper and it is used to give the opacity so essential to a light weight sheet. The compact, comprehensive and convenient volume has come to stay and each year the publishers are finding shelf-space-saving books in greater demand.

To those who have not been in a paper mill I can only suggest that at the first opportunity of visiting one, they do so; as you will find the time well spent and the experience interesting.

New Copyright Bill Passed in Canada

Act Favored by Printers Goes Thru Both Houses

A BILL embodying features new in copyright legislation passed the House of Commons at Ottawa on May 25th and without further amendment passed the Senate on the 30th. It will "come into force on a day to be fixed by the Governor in Council."

The debate in the Commons indicated that the government might not put the act into effect until satisfied the Canadian authors would be protected in United States and there are also indications that the act will be referred back to the House of Commons if it is found that the sections providing for the licensing of publishing rights by the government conflict with the requirements of the Berne Convention and would therefore prevent Canada from becoming signatory thereto. A revision of the bill since the March reading had eliminated certain registration formalities which were quite obviously contrary to the Convention rules.

Printers' Victory

The passage of the new Copyright Act was a legislative victory for the Canadian printers, led by Dan A. Rose of Toronto, who carried the fight for the bill, tho the proponents had the strong opposition of the Canadian authors, the sharp criticism of the Society of English Authors and the protests of the Canadians who are members of the Authors' League of America. The fight was printer against author, the latter backed by the Toronto group of publishers who could see in the new act no advantage to their interests.

The Act is frankly retaliatory against the United States because our copyright law requires that books must be printed from type or plates made in the United States. To quote the proponents, "Copyright has been treated in the United States as a commercial question with the result that the United States is now the greatest book-making country in the world," and, "the copyright policy of Great Britain is free trade and such a policy would mean the ruin of the Canadian publishing industry." As for the author: "Why the writer of a dime novel or the composer of a rag-time song is to be placed on a pedestal and allowed to dispose of the Canadian market as he may see fit we fail to appreciate."

In brief, the Canadian Copyright Bill of 1921 provides for copyright protection to British subjects, residents in the British Dominion and residents in states subscribing to the Berne Convention and Protocol and copyright protection to citizens of other countries (particularly the United States) if the Canadian Minister shall declare that such states are willing to give to Canadian citizens copyright protection on the same basis as to their own. It seems probable that if the Act is proclaimed without agreement with the United States that Canadian authors who first publish there will

lose their United States rights and American authors their Canadian rights until an arrangement is reached.

The new variation publishing procedure is found in Article 13 on Licenses. This provides that in cases where copyright has been established, if the owner of this copyright, of whatever nationality he may be, has not had the book printed in Canada or has failed to meet the reasonable demands of the Canadian market, any person may apply at Ottawa for a license to print the book. This applicant for license to print in Canada does not need to have the permission of the owner of the copyright, but must, in applying, state the retail price he intends to put on the book and deposit an amount not less than 10% of the price of an edition of 1000 copies and this to be not less in total than \$100.

The Minister at Ottawa then writes to the author or owner of the copyright and if he does not wish to undertake or arrange for the Canadian printing the license is granted. If two Canadian printers apply for the same book the minister gives the rights to the one offering the best contract. This means that if Hodder and Stoughton had a new Bennett book published at 8s. 6d. but had not sent an extra set of plates to Toronto to print but supplied the Canadian market from London, one Canadian printer could apply for license to print and deposit \$100 to cover 2000 copies at 50c. list. Hodder & Stoughton would then lose their rights in Canada for five years and both London and New York would face the competition of a 50c. edition. By this method the author loses the rights to his books not for a contracted sum plus royalties, but at small royalties and without any contract. The licensee must issue his edition within 30 days after the granting of the license and must keep on hand sufficient copies to supply reasonable demand or show cause why his license should not be cancelled.

Worse for Authors than Publishers

The Act provides that short selections for text books may be used without payment whether the book is copyrighted or not, tho only two selections from an author may be taken by one publisher.

In the case either copyright or license to print in Canada has been granted it is still permissible to import copies of editions from the countries signatory to the Berne Convention for personal use, tho not more than two copies per person. A public library may import copies until the Canadian edition is ready and then must use the Canadian edition. Still further rights to import may be extended at the discretion of the Customs Officer.

The situation on periodical or any serial rights is precarious for author or publisher.

It is provided that if the publication of any material is begun in the United States (that is, if the United States has not been properly covered by special treaty to put her on a par with states signatory to the Berne Convention) and serial rights have not been granted in Canada, the Canadian Copyright Minister may grant license to use the material in magazine or newspaper, the amount to be paid not being specified.

The other sections of the bill are largely patterned on English models and it seems on the above three points that the chief problems will lie. The adjustment with the United States, the licensing of reprints, and the licensing of magazine material.

As with our own law copyright has been looked on as a matter of printers' interest. It was the printers of New York City who insisted on the United States manufacturing re-

quirement, and it is the printers of Canada that have directed this bill. The Canadian bill does not require, however, the setting of the type and making of the plates in Canada.

The manufacturing of Canadian editions in Canada had already grown to considerable extent as the scope of the market increased. The 10% duty, sales tax and adverse exchange made this a natural evolution. The new and novel licensing provision of this act is even more detrimental to authors than to publishers of other countries as the authors themselves have seen. Books are but a trifling part of the printing industry's output (United States statistics show books to be 5% to 6% of printing exclusive of newspapers), and it would be well if the printers on both sides of the border and legislators, too, could realize that copyright matters have other aspects than printing press profits.

The Copyright Debate in Canadian House of Commons

THE debate on the new Canadian copyright bill took place in the House of Commons, Ottawa, on May 25th, and gave interesting testimony to the direction of the general discussion. Hon. C. J. Doherty, Minister of Justice, chairman of the special committee that had dealt with the measure, opened the discussion by explaining the points at issue. Controversy had arisen, he explained, over the conflicting contention of the authors and printers. The former had claimed that they should have absolute right of control over reproduction; the latter that they should be afforded an assurance of opportunity to participate in what might be called the material part of the work. It had been the aim of the committee to try to reconcile these differences.

The original bill, said Mr. Doherty, had gone exceedingly far in providing for the issuing of a license to print in cases where an author did not print or provide for the printing of his work in Canada. These provisions had been modified so that the author received wider protection. There was now a time-limit to the licenses of five years and a restriction in the number of editions, whereas under the first draft the license continued during the whole term of copyright. Further, the bill had been modified as regards the rate of compensation. Originally a fixed royalty of 10% had been provided. The amendment allowed the author a hearing before the Minister, after which the amount of royalty payable would be determined and other matters adjusted.

Assure Authors Protection

Mr. Doherty then dealt with the sections of the bill affecting the production of discs for phonographs and gave an account of the history of copyright legislation in Canada. This, he said, was in a very unsatisfactory condition. Canada was a sort of outsider in the general community of nations and had been repeatedly

urged, especially by France, to give its adherence to the amended Convention of Berne.

Asked by Hon. W. S. Fielding whether Canadian authors were satisfied with the bill as amended, Mr. Doherty intimated that the authors were still afraid that they would be exposed to the possible loss of copyright in the United States. They had been assured, however, that the Act would not be put into force until satisfactory protection had been secured for them by negotiation.

Licensing Clauses

H. M. Mowat, M. P., Toronto, member of the committee, expressed the opinion that the bill as amended was the safe course between author and printer.

Fernand Rinfret, M. P., Montreal, a member of the Authors' Association, urged that the licensing clauses be omitted. They were not to be found either in the British Copyright Act or in the copyright act of any other country and were in direct contravention of the Berne agreement. They would be on safer ground without the clauses.

Hon. Mr. Doherty pointed out, in reply, that the clauses, as amended, were a fair compromise between author and printer. If authors received special protection, it was only just that they should give some consideration to the interests of printers and publishers. To omit the clauses would defeat the possibility of passing the bill.

Dealing specifically with Section 13—application for license to print books in Canada by others than the owners—Mr. Doherty said he proposed to move an amendment. This amendment recognized the right of an author, who has printed and published an edition of a book, not to have a second edition printed and published by a licensee, if he has made up his mind that he does not want to publish any further editions.

Several questions arose. Sir Robert Borden wanted to know what would happen should an author decide to suppress a book before any application was made for a license. Hon. Mr. Fielding was curious to know what constituted an edition. Mr. Currie wanted the distinction between an edition and a reprint specified.

Mr. Sinclair, M. P., Guysborough, said the House was overlooking the main objection of the authors. An author should have the same right as the maker of any article to sell his work to whom he pleased but this right was being removed from him. He wanted the Minister to show what right the House of Commons had to interfere with an author's absolute control of his own work.

Mr. Currie said that until the measure had been in operation for awhile, it would not be possible to come to a final decision on many of the controversial points. The law was needed. The United States had attracted a great deal of the world's book printing and Canada must do something to keep the printing of the works of its own authors in the country.

Hon. Mr. Doherty said that authors must take a reasonable view. They would not gain popular sympathy by claiming that their interests alone must be considered. The expropriation of property for ample compensation was in the public interest and in a sense the author's position was analogous to that of that owner of such property.

Sir Robert Borden could not see that the provision was unfair or unreasonable. If an author saw fit to copyright a book in some other country and in Canada, and if he published it there but not in Canada, the Minister would have to ask himself whether there was any good reason why the book should not also be printed in Canada.

Hon. W. L. Mackenzie King, leader of the opposition, asked whether consideration had been given to the possible effect of the enactment on the amount which a United States

publishing house would allow an author for the publishing of his work. The author would not be able to guarantee the Canadian market.

Mr. Doherty, in reply, said that the United States publisher with his immense home market would not be likely to be prejudiced against the Canadian author because he could not be sure of the Canadian market. The Canadian author would be amply compensated in Canada in any case. The author might not be as well off as if he could negotiate on the basis of both markets, but he might be appealed to, to give some consideration to the interests of printers.

Some attention was then given to the provision respecting serial publication. On Section 49—adherence to Convention of Berne—Mr. Rinfret asked whether, should the licensing sections be found not to conform to the Berne Convention, the government would rather abandon them than fail to adhere to the Convention. Mr. Doherty replied that the question would have to be decided in the House. For his part he was disposed to believe that there was nothing inconsistent with the Convention in the sections.

Mr. Sinclair of Guysborough again protested strongly against the licensing sections, declaring that the foundations on which the legislation was based were unjust. It took away the right of an author to go to an American publisher and secure the best price he could get for his work. Representations along the same line were made by Hon. Mr. King, who showed how royalties would be reduced were an author unable to negotiate on a basis of the American and Canadian markets combined.

Notwithstanding these criticisms, the bill was reported with amendments and received its second and third readings and passed.

In the Senate on May 30th, there was a sharp debate but it was evident that the ministry did not intend to have a defeat registered against it.

Prices on Book Reviews

An Important Post Office Ruling

BY a decision under date of May 28th, rendered by Postmaster General Hays, book reviews and book notes can now bear the price of the book reviewed without that section of the periodical's text being classified as advertising matter.

Since the zoning law went into effect with its increased postage rate on the advertising section of magazines, the rules for differentiating between text and advertising have been much more closely drawn, and under an order issued two years ago, the Post Office Department declared that any book review or book-list which bore the price of a book was of necessity a sales effort and must therefore be construed as advertising. This made it impossible for periodicals to carry these prices, as the increase in postage was prohibitive.

The matter has been brought before the new Postmaster General by the National Association of Book Publishers, supported by representations from the American Library Association, and by prominent periodical publishers, such as R. J. Cuddihy of the *Literary Digest*.

It was pointed out that book notes and reviews were not carried at the request of advertisers, nor were they in any way paid for by advertisers; that the price of a book was part of its description and without it the reader had a much less accurate understanding of what the book would be likely to be. It was also shown that the government has always been interested in the spread of reading matter and the low rate of second-class matter was, in fact, a recognition of our national interest in the facilities for the distribution of

reading. This being so, the carrying of a price, which makes it easier for anyone to order a book, is very much in accord with other government regulations. It was also pointed out that prices were used in other columns of reading matter, such as quotations on bonds, produce, etc.

The American Library Association was interested, as many state commissions issue monthly bulletins, an important part of which is a list of recommended books. Such a list without prices is of little value to the library receiving the list, but, if the prices are carried such a large proportion of the bulletin becomes advertising matter that it loses altogether its second-class mailing privilege.

The Postmaster General points out in this

order that if a periodical or newspaper publisher is in any way compensated for the printing of book reviews, the advertising rate of postage will be charged, and that any such publisher who prints reading matter for which compensation is paid without marking this fact in his periodical at the time of its presentation to the post office shall be fined not less than fifty dollars nor more than five hundred.

The book-trade has great reason to congratulate itself on the attitude of the Department, as book reviews and notes become far less interesting to the reader when he has no conception of the size or cost of the book, and people at a distance lose their interest in such announcements if they do not have this information.

New York Law on Stolen Books

DURING the recent session of the New York Legislature an important amendment to the Penal Law has been enacted which is intended to serve as an aid to the public libraries and other institutions in guarding against book theft. This amendment is in paragraph 1308 of the Penal Law of the State of New York (Chapter 429, Laws of New York, 1921), the intent of the change being to put upon the second-hand dealer or collector of second-hand books the responsibility of proving legal ownership in a book that bears any mark of its having belonged to a public or institutional library.

With the great number of large libraries open to active use that exists in New York City and surrounding territory, and with the many diffuse channels of book distribution, it has become an increasingly difficult problem to trace stolen books, and to get proof of the theft when marked books are found.

The libraries have found that by far the largest percentage of the dealers in the city are extremely anxious to co-operate in preventing thefts and handle the relations to the library in a most careful way. A dealer in second-hand books who is honest and reasonably careful should have nothing to fear from the enforcement of this law, but there has been, unfortunately, evidence that a certain few dealers have been careless in the matter and have not taken proper precautions when books are presented to them that bear evidence of having been on library shelves. It has even been found that volumes have been stolen to order from the libraries in order that the dealer may secure a title that some customer particularly desires. This law will go into effect on September 1st of this year, and after that the guardians of the library interests may bring into court anyone found with library books on his shelves or having sold such, and the responsibility of proving the right to ownership will then rest on the dealer. The exact wording of the law is as follows:

Amendment to Paragraph 1308. of the penal law of State of New York, (Chapter 429,

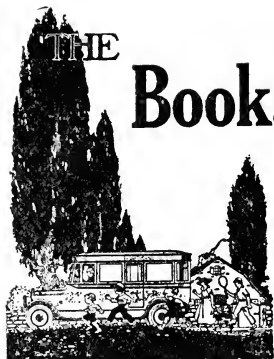
Laws of N. Y. 1921) . . . *or who being a dealer in or collector of second hand books or other literary material, or the agent, employee or representative of such dealer, or collector, buys or receives any book, manuscript, map, chart, or other work of literature, belonging to, or bearing any mark or indicia of ownership by a public or incorporated library, college or university, without ascertaining by diligent inquiry that the person selling or delivering the same has a legal right to do so, is guilty of a felony, namely, of criminally receiving such property in the first degree, if such property be of the value of more than fifty dollars, and is punishable by imprisonment for not more than five years, or by a fine of not more than one thousand dollars, or by both such fine and imprisonment, and is guilty of a misdemeanor, namely, of criminally receiving such property in the second degree, if such property be of the value of fifty dollars or under, and is punishable by imprisonment for not more than one year, or by a fine of not more than five hundred dollars, or by both such fine and imprisonment.*

London Publishing Consolidation

OWING to general ill-health, A. C. Fifield has disposed of his publishing business as a going concern to Jonathan Cape, who has transferred it to his offices at 11 Gower Street, London.

Mr. Fifield commenced business as a publisher in Fleet Street twenty years ago. He is a man of advanced social views, and an associate of the Fabian Society, the "History" of which, by its secretary, E. R. Pease, he published. He has made the entire works of Samuel Butler available, and among other writers of individual quality the works of W. H. Davies, the poet and vagabond writer, and the plays of Brieux.

Jonathan Cape will continue to publish the complete writings of Samuel Butler, the existing and future work of W. H. Davies and the other books published by Mr. Fifield.



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THE BOOKSHOP FOR BOYS AND GIRLS
Women's Educational and Industrial Union
Boston, Mass.

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A turquoise book for mid-day,

A golden book for dawn,

A calico book for kitchens,

And a green book for the lawn.



For Your Children, Your Friends & Yourself

WATCH FOR THE BOOK CARAVAN

CIRCULAR ADVERTISING THE CARAVAN

The Caravan Starts Again

THE Book Caravan, which did pioneer work in book distribution experiment last year, has again started on its way, leaving Boston on May 23rd. As in last year's tours, the car will carry about a thousand books for both old and young.

The stopping places are bulletined ahead, so that people will know where to look for it, and the attractive poster of last season is again reproduced and its design used on the circular. A special attempt has been made to have aboard books that the average family needs, on gardening, household affairs, care of children, as well as a strong collection of books on nature subjects and fiction, poetry, and travel. The car will be in charge of Frances C. Darling, who was on the last part of the

trip a year ago, and A. Marion Harding as driver. The direction of details and of publicity will be again handled from the Boston office of the Bookshop by Bertha E. Mahony. The stopping places are so far bulletined as follows:

May 24th, Bridgewater, Mass.
May 27th, Farmington, Conn.
May 28th, Hartford.
May 31st, Winsted.
June 1st, 2nd, Litchfield.
June 3rd and 4th, Washington.
June 7th, Cornwall.
June 8th and 9th, New Milford.
June 10th and 11th, Ridgefield.
June 13th and 14th, Greenwich.
June 15th and 16th, Tokeneke.

The Pulitzer Prizes

THE Pulitzer Prizes for 1920-1921 publications have just been announced.

For the American novel published during the year which shall best present the wholesome atmosphere of American life and the highest standard of American manners and manhood, \$1,000, "The Age of Innocence," by Edith Wharton (Appleton).



EDWARD BURT OF A. L. BURT & CO., WHO WON THE FIRST PRIZE FOR MEN AS "TARZAN OF THE APES" AT THE BOOKSELLERS' CONVENTION COSTUME BALL

For the original American play, performed in New York, which shall best represent the educational value and power of the stage in raising the standard of good morals, good taste and good manners, \$1,000, "Miss Lulu Bett" by Zona Gale (Appleton), produced at the Belmont Theatre during the season of 1920-21.

For the best book of the year upon the history of the United States, \$2,000, "The Victory at Sea" by Rear Admiral William S. Sims (Doubleday), in collaboration with Burton J. Hendrick.

For the best American biography teaching patriotic and unselfish services to the people, illustrated by an eminent example, excluding, as too obvious, the names of George Washington and Abraham Lincoln, \$1,000, "The Americanization of Edward Bok," by Edward Bok (Scribner).

Books in Demand at the Library

THE May number of the *Bookman* shows that the following were the most popular books at the public library during the month of March:

FICTION

Main Street, by Sinclair Lewis. *Harcourt.*
The Age of Innocence, by Edith Wharton. *Appleton.*

The Mysterious Rider, by Zane Grey. *Harper.*

Moon-Calf, by Floyd Dell. *Knopf.*

Potterism, by Rose Macaulay. *Boni.*

The Sisters-in-Law, by Gertrude Atherton. *Stokes.*

GENERAL

The Outline of History, by H. G. Wells. *Macmillan.*

Margot Asquith: An Autobiography, by Margot Asquith. *Doran.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Roaming Through the West Indies, by Harry A. Franck. *Century.*

Now It Can Be Told, by Philip Gibbs. *Harper.*

The Atlantic Bookshelf

THE notable new books which have been placed on the *Atlantic's Bookshelf* according to the May number of the *Atlantic Monthly*, are:

Modern Democracies, by James Bryce (Viscount Bryce). *Macmillan.*

Essays Speculative and Political, by the Rt. Hon. Arthur James Balfour. *Doran.*

The Brimming Cup, by Dorothy Canfield. *Harcourt.*

The Mountebank, by William J. Locke. *Lane.*

The Art of Lawn Tennis, by William T. Tilden, 2nd, Champion of the World. *Doran.*

Poems, by Wilfred Owen. *Huebsch.*

Right Royal, by John Masfield. *Macmillan.*

Record of American Book Production, April 1921*

| CLASSIFICATION | By Origin | | | | | | Total |
|--------------------------|------------|--------------|------------------|------------------|----------------------|-----------------------------------|------------|
| | New Books | New Editions | New Publications | | | | |
| | | | Pamphlets | American Authors | American Manufacture | English and Other Foreign Authors | |
| Philosophy | 19 | 4 | 1 | 19 | 4 | 1 | 24 |
| Religion | 34 | 2 | 2 | 34 | 0 | 4 | 38 |
| Sociology | 25 | 3 | 29 | 50 | 2 | 5 | 57 |
| Law | 11 | 2 | 4 | 17 | 0 | 0 | 17 |
| Education | 12 | 0 | 2 | 12 | 0 | 2 | 14 |
| Philology | 17 | 2 | 7 | 19 | 5 | 2 | 26 |
| Science | 27 | 8 | 41 | 67 | 0 | 9 | 76 |
| Technical Books | 61 | 10 | 12 | 70 | 0 | 13 | 83 |
| Medicine | 22 | 7 | 6 | 32 | 0 | 3 | 35 |
| Agriculture | 3 | 2 | 13 | 17 | 0 | 1 | 18 |
| Domestic Economy | 5 | 0 | 2 | 5 | 0 | 2 | 7 |
| Business | 17 | 2 | 6 | 24 | 0 | 1 | 25 |
| Fine Arts | 7 | 1 | 0 | 5 | 0 | 3 | 8 |
| Music | 3 | 0 | 4 | 6 | 0 | 1 | 7 |
| Games | 5 | 0 | 1 | 6 | 0 | 0 | 6 |
| General Literature | 21 | 2 | 10 | 24 | 2 | 7 | 33 |
| Poetry, Drama | 35 | 8 | 10 | 36 | 6 | 11 | 53 |
| Fiction | 82 | 13 | 1 | 76 | 18 | 2 | 96 |
| Juvenile | 24 | 8 | 0 | 21 | 1 | 10 | 32 |
| History | 39 | 5 | 14 | 45 | 3 | 10 | 58 |
| Geography, Travel | 19 | 0 | 4 | 15 | 1 | 7 | 23 |
| Biography | 20 | 1 | 8 | 20 | 4 | 5 | 29 |
| General Works | 2 | 0 | 1 | 3 | 0 | 0 | 3 |
| Total | <u>510</u> | <u>80</u> | <u>178</u> | <u>623</u> | <u>46</u> | <u>99</u> | <u>768</u> |

* In April, 1920, 450 new books, 151 new editions and 208 pamphlets, a total of 809, were recorded.

Bookstore Lectures

BEGINNING with Thursday, May 12th, there began at the auditorium of the Frederick & Nelson department store in Seattle a "Course of Study in Children's Literature," given under the direction of Gertrude Andrus, Manager of its Book Shop for Boys and Girls. This series of lectures followed the outline of a similar series that Miss Andrus had given at the University of Washington at the time that she was head of the children's work in the Public Library in Seattle.



GRACE GAIGE OF R. H. MACY & CO., WHO AS "THE OUTLINE OF HISTORY" WON THE FIRST PRIZE FOR WOMEN AT THE BOOKSELLERS' CONVENTION COSTUME BALL

An invitation was extended to the mothers to meet each week at 2:30 and to join in informal discussion at the end of the talks. The subjects outlined for the succeeding meetings were as follows:

- The Development of Children's Literature.
- Picture Books.
- Books for Little Children.
- Bible Stories.
- Poetry.
- Nature Books.
- Fairy Tales.
- Essentials of a Good Story.
- "Borderline" books and their antidote.

Among the Publishers

A Week's Gleanings of Book-trade News

ANATOLE FRANCE is to be one of the contributing editors of *The Nation*.

JOHAN BOJER has been made a contributing editor to the *Revue de Genève*, specializing in Norwegian Literature.

FRANCIS HACKETT and Signe Toksvig are at work on a new edition of Hans Christian Andersen's fairy tales which the Macmillan Co. will publish.

HEALTH Fundamentals Publishing Co., Columbus, Ohio, announces for June issue a new edition of "Food Fundamentals" by Dr. E. H. Dean. This is the third edition with revision, and is being printed from new type. It will be published in June.

IN THIS year of exceptional interest in boxing, the publication of a novel dealing with the squared circle is peculiarly appropriate. H. C. Witwer, who wrote "From Baseball to Boches" is the author of the new book whose title is "The Leather Pushers," to be published by Putnam during the summer.

STEPHEN VINCENT BENET's first novel "The Beginning of Wisdom," to be issued in book form by Holt this autumn, appears in part in two magazines simultaneously, in *Harper's Bazar* and in *The Bookman*. Only in the book publication, however, will the full story be given.

EVERYONE who has glanced into "Mystic Isles of the South Seas" (Century) has rejoiced in the promise of a third volume in this trilogy of travel, for in the preface Mr. O'Brien says that the two volumes we already have are to be followed by "Atolls of the Sun," "which will be the account of a visit to, and a dwelling on, the blazing coral wreaths of the Dangerous Archipelago, where the strange is commonplace and the marvel is the probability of the hour."

"WORDSWORTH'S French Daughter" is the title of a book to be published shortly by the Princeton University Press. The author is George McLean Harper, Professor of English in Princeton University. In this volume he furnishes the proofs that Wordsworth acknowledged the daughter who was born to him by a Frenchwoman, Marie-Ann Vallon, during his residence in France in 1792. Professor Harper, after long research in the archives of Paris, Orleans, and Blois has discovered the certificates of her birth and marriage, in both of which her father's name occurs.

THE LIFE of Jack London in two volumes by his wife will be published by Century this fall.

"SHALLOW SOIL" by Knut Hamsun, originally published by Charles Scribner's Sons will be re-issued soon by A. A. Knopf.

ON JUNE 1, Holt published a biography, the story of the life and times of Cecil Rhodes, by Basil Williams, in the same series which includes Lord Charnwood's "Lincoln."

RICHARD WASHBURN CHILD, author of "The Vanishing Men" and "The Velvet Black" (Dutton), has been named United States Ambassador to Italy.

HOLT publications for autumn include a new volume of humor by Simeon Strunsky, title as yet undetermined. Much of the book will be published without previous serial publication.

AS A tribute to the memory of Barrett Wendell, the University of Paris, by unanimous vote of its faculty, has decided to name one of its lecture rooms in the English Language Section of the faculty after him, the room to be known as "Salle Barrett-Wendell."

THE THEME of "Back to Methuselah," Bernard Shaw's new play, has to do with the prolongation of life, not by fancy breathing nor fancy exercising, nor dieting, nor any magic elixir of life, but by a process entirely new. At least, so we are told.

WE are informed that for the Vie Heureuse prize, 1921-1922, the following books are recommended for consideration: Miss Mansfield's "Bliss," Miss Bagnold's "Happy Foreigner," Miss Kaye-Smith's "Green Apple Harvest," Mr. Brett Young's "Black Diamond," Mr. Sadleir's "Privilege," and Mr. Louis Golding's "Forward from Babylon."

"ONE OF THE interesting developments of the year in the book world is the increasing frequency with which plays are made available for the reading public," writes Heywood Brown. "Of the plays now or recently running in New York printed editions are to be had of 'Deburau,' (Putnam) 'The Green Goddess,' (Knopf) 'Enter Madame,' (Putnam) 'Clair de Lune,' (Putnam) 'The Emperor Jones' and 'Diff'rent' (Boni & Liveright). To this list Boni & Liveright have just added an attractive edition of Franz Molnar's 'Liliom.' Bernard Shaw, of course, has always commanded as wide a public of readers as of playgoers. 'Back to Methuselah' was published by Brentano's on June 1."

Changes in Prices

OCCULT BOOKSHELF, SAN DIEGO, CALIF.

Sojourners by the Wayside. F. Hill Higgins, from \$1.35 to \$1.00.

Signor. F. Hill Higgins, from \$1.35 to \$1.00.
Conquerors All. F. Hill Higgins ("Mullier"), from \$1.35 to \$1.00.

Divine Protection. F. Hill Higgins ("Mullier"), from \$1.35 to \$1.00.
Formerly published by the Gnostic Press.

Obituary Notes

DONALD EVANS, a well-known newspaper man in Philadelphia and New York, died at Bellevue Hospital on May 27th. He was born at Bridgeport, Pa., in 1885, his father being the late William Penn Evans, a direct descendant of William Penn. He was the author of three volumes of verse, "Sonnets from the Patagonian," "Discords" and "Ironica."

Communications

Cost of Importing English Books

GLASGOW, MAY 10.

Editor, PUBLISHERS' WEEKLY:

Re your April article. You give instance of 500 6s. books bought at 2s. paying duty on 4s. because your Customs takes the latter price as the London wholesale rate. In this case the London wholesale price of 4s. is for traders who sell in that little island near Europe and called Great Britain but the London wholesale price "at which the merchandise hereby covered is freely sold and offered" to a customer who will pay freight to New York, United States duty, sell and distribute all over the vast United States is 2s. The home market buyer does not render the services that the New York buyer gives and the price he pays has nothing to do with the price "freely offered" to New York.

We like to read and buy American literature in all its branches, fiction, general, science, etc., and on the other hand there is a greatly increasing demand by Americans for the latest and best of British books, due in part to your men who took part in the war. The number of direct inquiries indicates that there is a big opening in the States for British books, and surely it is to our mutual advantage to foster this trade.

Yours faithfully,

H. R. BRABROOK,
Blackie & Sons, Ltd.

Glasgow, Scotland.

English Printing Scales Hold

NEW YORK, MAY 10, 1921.

Editor, PUBLISHERS' WEEKLY:

In your issue for March 26th you have an editorial entitled "The Printing Situation." In this you refer to an arrangement in England whereby wages have automatically been reduced as the cost of living has gone down.

When writing recently to an English publisher, we mentioned this interesting circumstance and discovered that it has not applied in

England to the printing trades. Our correspondent's words are as follows:

"The editor of the PUBLISHERS' WEEKLY is probably referring to the trades in which sliding-scales are in operation. Unfortunately none of the trades connected with the production or publication of books have introduced sliding-scales, and in none of them have wages yet been reduced."

We thought you might be interested in hearing this.

Very truly yours,
WM. WOOD & Co.

Periodical Notes

THE AMERICAN AGRICULTURIST has been sold by the Orange Judd Co. to E. D. Dewitt and associates.

Personal Notes

RICHARD W. DESHON has severed his connection with the Gardenside Bookshop, of Boston, Massachusetts, to become editor of *The Handbook of New England*, for Porter E. Sargent, Publisher.

A. A. KNOPF has completed arrangements with the Ryerson Press, Toronto, Canada, giving them the exclusive agency for his publications in Canada. This does not affect, however, the books of Joseph Hergesheimer and Arthur Stringer. The former will as heretofore be issued by S. B. Gundy and the latter will continue to be published by McClelland & Stewart in Canada.

LISGAR L. LANG, president of Russell, Lang & Co., Winnipeg, will spend the month of June and part of July in Great Britain on a combined business and holiday trip. His London address will be 16 Farringdon Avenue. Mr. Lang is head of the oldest established bookshop in Western Canada and has built up one of the largest retail book businesses in Canada. He will return via New York in July.

CHARLES A. LEUNIG, for a number of years with McDevitt-Wilson's, is now with A. R. Womrath, Inc., in charge of the mail order department.

HARRY F. MARKS, 116 Nassau Street, rare book dealer, sailed on the Aquitania May 24th to visit England and France on his second book buying trip. He made his first trip last year.

Business Notes

BAY CITY, MICH.—Walther's Department Store, is reported to have filed an involuntary petition in bankruptcy.

DENVER, COL.—Adair's Book Store of Minneapolis has opened a shop at 1715 Champa Street.

NEW YORK CITY.—R. D. Cortina Co., publishers of language instruction books, is reported in voluntary bankruptcy.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, James Truslow

The founding of New England. 482 p. front. (map) facsims. maps O [c. '21] Bost., The Atlantic Monthly Press \$4 n.

New England history as a whole is treated in this volume, to which new material, which has been gleaned from the English records, has been added.

Alden, Raymond Macdonald, ed.

Essays; English and American. S (The Lake English classics) [c. '18-'20] Chic., Scott, Foresman 72 c. n.

Alvord, Clarence Walworth

The Illinois country, 1673-1818. 10+524 p. front. pors. fold. maps charts diags. O (Ill. centennial pub.; the centennial history of Illinois, v. 1) [c. '20] Chic., McClurg [Ag'ts] buck. \$2 n.

American Institute of Accountants

Accounting index; a bibliography of accounting literature to December, 1920. 1578 p. O c. '21 N. Y., American Institute of Accountants, 132 Cedar St. \$15

Andreieff, Leonid Nikolaevich

He, the one who gets slapped; a play in four acts; tr. from the Russian; with an introd. by Gregory Zilboorg. 75 p. sq. D c. N. Y., The Dial Pub. Co., 152 W. 13th St. pap. 75 c.

The author's last dramatic work.

Bartlett, Frederick Orin [William Carleton, pseud.]

Joan & Co. 8+356 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Beschi, Costantino Giuseppe

The adventures of the Gooroo Paramartan; tr. from the original in the Tamul language by Benjamin Babington; ed. by Charles Clinch

Bubb. 95 p. D (The Wittol ser. 2) c. '20 Cleveland, O., The Rawfant Club bds. \$5.25 bxd. [subs. only; 125 copies]

Bibliography of tests for use in schools; 278 titles. 23 p. T [c. '21] Yonkers, N. Y., World Bk Co. pap. 10 c.

Bigelow, Samuel Lawrence

A synopsis of a course of lectures in general chemistry put in the form of questions; 3rd ed. 94 p. O [c. '21] Ann Arbor, Mich., George Wahr pap. 75 c.

Bone, David W.

The brassbounder; [New ed., rev. and enl. by the author; with an additional chapter and an introd.]. 22+280 p. D [c. '21] N. Y., Dutton \$2 n.

Botswick, Arthur Elmore, comp.

The library and society; reprints of papers and addresses. 474 p. D (Classics of American librarianship) '21 N. Y., H. W. Wilson \$2.25 n.

Partial contents: "The library as a field of philanthropy" by Andrew Carnegie; "What a library should be, and what it can do" by Melvil Dewey; "Relations of free libraries to the community" by Herbert Putnam; "What of the future?" by Frederick Morgan Crunden.

Branham, Ben P., Company. Automobile Division

Branham automobile reference book; showing the location of serial and motor numbers on all the leading passenger cars and trucks and giving serial numbers by model and year along with actual N. A. C. C. horse power rating and bore and stroke in inches; [1921 edition]. 320 p. il. pls. tabs. D [c. '20] Chic., Ben P. Branham Co., 951-957 Insurance Exchange pap. \$1; \$2

American (The) triumvirate; the Constitution of the United States of America; the Declaration of independence; Lincoln's Gettysburg address. 3+45 p. O '21 N. Y., Wynkoop Hallenbeck Crawford Co., 80 Lafayette St. gratis

Austin, Oscar Phelps

Trading with the new countries of Central Europe; [Albania, Austria, Bulgaria, Czechoslovakia, Danzig, Esthonia, Finland, Fiume, German Republic, Greece, Hungary, Jugo-Slavia, Latvia. The "Little entente." Lithuania, Poland, Rumania, Russia, Turkey, Ukraine, the German colonies.] 66 p. maps O (Foreign commerce ser., no. 6)

[c. '21] N. Y., The National City Bank of New York pap. gratis

Baker, Charles Whiting

Government control and operation of industry in Great Britain and the United States during the world war. 5+138 p. (1 p. bibl.) tabs. O (Preliminary economic studies of the war, no. 18) c. Wash., D. C., Carnegie Endowment for International Peace pap. gratis; cloth ed. Oxford Univ. Press \$1

Betts, Cravem Langstroth

The two captains at Longwood, at Trafalgar. [verse] no paging O '21 Great Kills, N. Y. [Author] pap. [500 copies] priv. pr.

Brothers of the Christian Schools

Catechism lessons on vocation; with intro. by the Most Reverend Patrick J. Hayes. 251 p. S [c. '20] N. Y., La Salle Bureau, 50 Second St. \$1 n.

Partial contents: Fostering vocations; The priesthood; The religious orders; The common or married state; The lay apostleship; The means to choose well.

Bruce, William Herschel

Elements of plane geometry. 10+278 p. diags. il. D [c. '21] Dallas, Tex., The Southern Pub. Co. \$1.20 n.

Bruno, Guido

A night in Greenwich Village; the story of a marriage. 19 p. S c. N. Y., [Author], P. O. Box 1, Sta. D pap. 50 c.

Buckrose, J. E., pseud. [Mrs. Annie Edith Foster Jameson]

The house with the golden windows. 6+383 p. D [c. '21] N. Y., Doran \$1.90 n.

The story of a girl who fell heir to a fortune by a fraud not her own, of the trouble it brought upon her and at last happiness.

Burns, Robert, and Carlyle, Thomas

Selected poems by Robert Burns and Essay on Burns, by Thomas Carlyle; ed. for school use by George L. Marsh; [rev. ed. with helps to study]. 352 p. (2 p. bibl.) S (The Lake English classics) [c. '20] Chic., Scott, Foresman 60 c. n.

Chambers, Robert William

The little red foot. 351 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of Colonial life and adventure in the wilderness along the Iroquois war trail.

Chase, Henrietta M.

Poems. 26 p. D c. '20 Groton, Mass., Elizabeth E. Lowe \$1.25 n.

Chatburn, George Richard

Highway engineering; rural roads and pavements. 12+379 p. il. O (The Wiley agricultural engineering ser.) [c. '21] N. Y., Wiley \$3 n.

Chung, Henry

The case of Korea; a collection of evidence on the Japanese domination of Korea, and on

the development of the Korean independence movement; with foreword by Selden P. Spencer. 341 p. front. pls. pors. O [c. '21] N. Y. & Chic., Revell \$3 n.

Clemens, William Montgomery, ed.

The Craig family of Pennsylvania, 1708-1895. 12 p. O '21 Pompton Lakes, N. J., [Author] \$2 [300 copies]

Famous Virginians; eminent men of the Old Dominion with date and place of birth and death. 14 p. O '21 Pompton Lakes, N. J., [Author] \$1.50 [300 copies]

Cope, Henry Frederick

The week-day church-school. 8+191 p. (6 p. bibl.) D [c. '21] N. Y., Doran \$2 n.

A discussion as to how religious education may be extended to all days of the week, by the general secretary of the Religious Education Association.

Cox, William Edward

Cost accounting for retail fuel dealers. 63 p. forms O (Bull. of the Univ. of Wash., general ser., no. 138) '20 Seattle, Wash., Univ. of Washington Press pap. \$1 n.

Darbaker, Leasure K.

A manual of historical pharmacognosy and bacteriology. 505 p. diags. il. tabs. sq. S [c. '21] Pittsburgh, Pa., [Author] \$5.50

A manual of microscopy. 215 p. il. charts diags. S [c. '20] Pittsburgh, Pa., [Author], Pride & Bluff Sts. \$1.75

The author is head of the department of pharmacognosy and bacteriology of the Pittsburgh College of Pharmacy, University of Pittsburgh.

Davis, Michael Marks, jr.

Immigrant health and the community. 27+481 p. front. il. O (Americanization studies) c. N. Y., Harper \$2.50 n.

Partial contents: Theories vs. people; Sickness among the foreign born; Death rate among the foreign born; Immigrant resources for medical care; The medical quack; Birth rates and maternity customs; The midwife; Industrial health work; Public health work.

Davison, Helen Mehard

Founders and builders of our nation; [twenty-six stories of great Americans]. 8+261 p. front. (por.) il. pors. maps S [c. '20] Chic., Scott, Foresman \$1

Boyden, William C.

My impressions of New Poland. 23 p. O Chic., National Polish Committee of America, 1214 N. Ashland Ave. pap.

Carpenter, Thorne Martin, comp.

Tables, factors and formulas for computing respiratory exchange and biological transformation of energy. 123 p. O (Pub. no. 303) '21 Wash., D. C., Carnegie Institution pap. \$2

Chamberlin, William Joseph

The western pine bark-beetle; a serious pest of western yellow pine in Oregon. 30 p. front. tabs. map il. pls. O (Station bull. 172) Corvallis, Ore., Oregon Agric. College pap.

Childs, Leroy

Spray gun versus rod and dust in apple orchard pest control. 46 p. tabs. il. pls. O (Station bull. 171) Hood River br. station) Corvallis, Ore., Oregon Agric. College pap.

Churchill, J. A.

State manual of the course of study for the elementary grades; 1921-1922. 120 p. tabs. O '20 Salem, Ore., State Educational Dept. pap.

State manual of the courses of study for the high

schools of Oregon; 1920-1922. 124 p. O '20 Salem, Ore., State Educational Dept. pap.

Coy, Owen Cockran

The battle of San Pasqual; a report of the California historical survey commission with special reference to its location. 18 p. (½ p. bibl.) maps pl. O '21 Sacramento, Cal., California Hist. Survey Commission pap.

Darrow, Clarence Seward

Response of Clarence Darrow to birthday greetings, April 18, 1918. 30 p. S '21 Chic., The Walden Bk. Shop, 307 Plymouth Court pap. 25 c.

Dudley, Frank Harrison

Dusting the orchard. 31 p. il. pls. O Bull. v. 19, no. 3) Augusta, Mo., Department of Agric. pap.

Fourteenth (The) census of the population in the United States, 1920; showing population of states and of cities and towns having approximately 2000 or more inhabitants as officially enumerated by the United States Bureau of the census; together with a brief treatise on the economic and social phases of the growth, distribution and concentration of population. 43 p. tabs. O [c. '20] N. Y., Federal Trade Information Service, 175 Fifth Ave. pap. 50 c.

De Bower, Edward Wallace, comp.

The business man's book of proverbs; fundamentals in human relationship, civics, government and the citizen; epigrammatic statements of the laws and principles of business success; their application as affecting the attitude and activities of the individual and as a guide in the administration of business affairs; the call of business for men who understand human values; 5th ed. 7+197 p. D [c. '20] Chic., Blackstone Institute \$3 n.

Dickens, Charles

The personal history of David Copperfield. 776 p. D (Popular copyrights) N. Y., Grosset & Dunlap \$1

Eastman, E. Fred

Unfinished business of the Presbyterian church in America. 176 p. D c. Phil., Westminster Press pap. 50 c. n.; 75 c. n.

Partial contents: In the Southern mountains; Among Spanish-speaking people; Among Alaskans and Indians; The Church and the children.

Eliot, George, pseud. [Mrs. Mary Ann Evans Lewes Cross]

The mill on the Floss; ed. for school use by C. H. Ward; [rev. ed. with helps to study]. 5+510 p. S (The Lake English classics) [c. '20] Chic., Scott, Foresman 72 c. n.

Emmons, George Thornton

Slate mirrors of the Tsimshian. 21 p. front. pls. il. S (Indian notes & monographs; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Faulkner, John Alfred

Modernism and the Christian faith. 306 p. O [c. '21] N. Y. & Cin., Methodist Bk. Concern \$2.75 n.

The author is professor of Church history, Drew Theological Seminary.

Frayser, Nannie Lee

Followers of the marked trail. 232 p. front. pls. pors. D (The Abingdon religious education texts; week-day school ser.) [c. '21] N. Y. & Cin., The Abingdon Press \$1.25 n.

Partial contents: How Joseph won a great victory; Following a great leader; The lion-hearted prophet.

Gates, Eleanor [Mrs. Frederick Ferdinand Moore]

Phoebe. 276 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Graydon, Samuel

Some notes on catalog making; [foreword by Ernest Elmo Calkins]. 9+29 p. D [c. '09-'21] N. Y., Wynkoop Hallenbeck Crawford Co., 80 Lafayette St. bds. \$1.50

A copy of the talk delivered by the author before the Technical Publicity Association of New York, on January 14th, 1909, and reprinted upon the request of that organization and the Advertising Men's Club of New York.

Griffiths, Edgar A.

Engineering instruments and meters. 24+360 p. (1¼ p. bibl.) il. tabs. charts diagrs. O '21 N. Y., Van Nostrand \$7.50 n.

A brief review of the appliances which have been devised for the measurement of some of the fundamental quantities of mechanical science.

Hale, Harrison

American chemistry; a record of achievement, the basis for future progress. 7+215 p. il. tabs. diagrs. pls. D c. N. Y., Van Nostrand \$2 n.

Partial contents: Recent rapid growth—war chemistry; Water and sewage—sanitation and medicine; Silicate industries; Paints and varnishes; American chemistry and the future.

Hall, Ansel F., comp.

Handbook of Yosemite national park; a compendium of articles on the Yosemite region by the leading scientific authorities. 13+347 p. front. pls. fold. map nar. D c. N. Y., Putnam \$2.50 n.

The story of the natural resources, wild life, and inhabitants of the Yosemite region told by R. S. Kuykendall, W. B. Lewis, Joseph Grinnell, E. C. Van Dyke, R. H. Bailey and others.

Halper, B., tr.

Post-Biblical Hebrew literature; an anthology; v. 2; English translation. 251 p. D c. Phil., The Jewish Pub. Society of America \$2; in Hebrew \$2.50

This work is in two volumes, the first contains Hebrew texts, notes and glossary, the second the English translation. The extracts are arranged chronologically, with brief introduction about the authors and their works.

Hare, Walter Ben

Bran' new monologues and readings in prose and verse. 106 p. front. (por.) D '21 c. '20 Bost., Walter H. Baker, 5 Hamilton Pl. bds. \$1 n.

Selections for amateur and professional entertainers.

Hindenburg, Paul Ludwig Hans Anton von Beneckendorff und von [Field-Marshal]

Out of my life; tr. by F. A. Holt; 2 v. 8+267; 296 p. fronts. (pors.) maps (in pocket) O [c. '21] N. Y., Harper \$7.50 n.

The personal story of Germany's military leader in which he tells of his career as a soldier, of the love he and the whole of Germany had for the Kaiser, and why; the blunders of the German General Staff and what he thinks of Germany's defeat and her chances for the future.

Gengenbach, Edgar

Common sense vs. prohibition in railroad rates 102r; with introd. by Francis B. James; 3rd ed. 40 p. diagr. D (American national economics, ser. no. 3) '21 Wash., D. C., John Byrne & Co., 715 14th St. N. W. pap. 25 c.

German atrocities, and The "neutrality" of the Pope; condemned by Christian doctrine by A. Belgian Roman Catholic; enl. 2nd ed. 63 p. front. D ['21] Chic., Belgian Specialty House, 6340 S. Racine St. pap. 50 c.

Grover, Nathan Clifford, and others

Surface water supply of the United States; 1918; prepared in co-operation with the states of California and Oregon. 314+38 p. (16 p. bibl.) pls. tabs. O (Dept. of the Interior, U. S. Geological Survey, water-supply pap. 481) Wash., Gov. Pr. Off., Supt. of Doc. pap. 30 c.

Hasse, Adelaide Rosalie

Index to United States documents relating to foreign affairs; 1828-1861; in three pts.; pt. 3-R to Z. various paging. O (Pub. no. 185, pt. 3) '21 Wash., D. C., Carnegie Institution pap. \$7

Holmes, Nickels J., and Holmes, Lucy Elizabeth Simpson [Mrs. N. J. Holmes]

Life sketches and sermons. 310 p. front. por. D [c. '20] Royston, Ga., Press of the Pentecostal Holiness Church \$1.50 n.

Hughes, Rupert

Beauty; with il. by W. T. Benda. 410 p. front. pls. D [c. '21] N. Y., Harper \$2 n.

A story which has to do with the mysterious disappearance of a beautiful young girl, who was later found frozen in a solid block of ice, and of the efforts of one of her suitors to find out how she lost her life.

Hunter, Dave

Golf simplified; cause and effect; il. from photographs. 9+43 p. front. pls. nar. S c. Garden City, N. Y., Doubleday, Page \$1 n.

A simplified method of instruction, in which a new idea has been put forth which corrects the common faults of the golfer.

Jackson, Josephine A., and Salisbury, Helen M.

Outwitting our nerves; a primer of psychotherapy. 403 p. (2½ p. bibl.) D c. N. Y., Century Co. \$2.50 n.

Partial contents: Nervous folk; The drama of nerves; The story of the instincts; Body and mind; Dietary taboos; A woman's ills; That interesting insomnia; Choosing our emotions.

Jennings, Hargrave

The Rosicrucians; their rites and mysteries; 6th ed. 15+464 p. il. pls. plans diagrs O N. Y., Dutton \$6 n.

King, Louisa Yeomans [Mrs. Francis King]

Pages from a garden note-book. 11+291 p. front. il. pls. O [c. '21] N. Y., Scribner \$3 n.

Partial contents: Tulip time in the garden; Summer thoughts in winter; Spanish gardens and a California planting; On forming a garden club; Vocations for women in agriculture.

Kinsley, Albert Thomas

Swine practice. 374 p. il. pls. (part col.) O (Veterinary practitioners' ser., no. 2) c. Chic., American Veterinary Pub. Co. \$4 n.

Knudson, Albert Cornelius

The prophetic movement in Israel. 174 p.

S [c. '21] N. Y. & Cin., The Methodist Bk. Concern bds. \$1 n.

Partial contents: The preliterary prophets; The prophets of the Babylonian period; Prophecy and the nation; Prophecy and the future.

Kral, J. J.

Anglicka skola; method for Bohemians to learn English. 220 p. D [c. '21] Milwaukee, Wis., Casper \$2

Krause, Louise B.

The business library; what it is and what it does; 2nd ed. rev. 122 p. forms S c. San Francisco, Cal., Journal of Electricity and Western Industry bds. \$1

Lawrence, David Herbert

Psychoanalysis and the unconscious. 120 p. D c. N. Y., T. Seltzer bds. \$1.50 n.

Partial contents: Psychoanalysis vs. morality; The child and his mother; The lover and the beloved; Human relations and the unconscious.

Lee, Jay McIlvaine

The artilleryman; the experiences and impressions of an American artillery regiment in the world war; 129th F. A. 359 p. front. (fold. pl.) pls. (part fold.) maps (part fold.) tabs. pors. O c. '20 Kansas City, Mo., [Author], 924 Baltimore Ave. \$5

The complete story of the 129th Field Artillery from the time of its mobilization August 5, 1917 until its final discharge May 6, 1919, together with a record of its achievements while in action in France.

Lieberman, Harry, ed.

Fourth American tourney at Cedar Point, Ohio, August 8th to 15th, 1920, for the checker championship of America and \$1,000 in prizes; annotated by America's leading checker experts. 250 p. il. pors. O [c. '21] Hannibal, Mo., E. H. Greene, Box 282 \$5 [limited ed.]

Lord's (The) table; containing thoughts and prayers for use in the "breaking of bread"; by one hundred ministers. 203 p. S [c. '20] Ridgway, Pa., Public Speakers Supply. \$1.25

Lusum, R.

Spanish commercial correspondence. 5+89 p. D [n. d.] N. Y., Dutton \$1.50 n.

Partial contents: Beginnings of letters; Letter endings; Forwarding of goods; Cheques, invoices, etc.; Spanish models; Spanish moneys, weights and measures.

Housing plans for cities. 48 p. tabs. D [c. '20] New Orleans, La., The Southern Pine Assn. pap.

Huntington, Dwight Williams

Breeding game birds; a profitable industry; a hand-book on the propagation and management of our American game birds; the methods and appliances used in rearing and in the practical protection of wild-nesting birds. 39 p. il. D (No. 2200) [c. '21] Trenton, N. J., The New Jersey Wire Cloth Co. pap. 25 c.

Kelley, Frances Elizabeth

A history of public-school support in Minnesota, 1858 to 1917. 103 p. (1 p. bibl.) tabs. O (Research pub.; Current problems no. 12) c. '20 Minneapolis, Minn., Univ. of Minnesota pap. 75 c.

Liddle, R. A., and Prettyman, T. M.

Geology and mineral resources of Crockett Co.; with notes on the stratigraphy, structure, and oil prospects of the Central Pecos Valley. 97 p. tabs., charts, diagrs., maps (fold. in pocket) O (Bull. no. 1857) Austin, Tex., Univ. of Texas pap. gratis

Louisiana. State Dept. of Education

Public school laws of Louisiana; enacted by the General assembly of 1920; supplement to the 11th compilation of the School laws. 32 p. O Baton Rouge, La., State Dept. of Education pap.

Lovett, Arthur Lester

Insecticide investigations. 55 p. tabs. charts pl. O (Station bull. 169) Corvallis, Ore., Oregon Agric. College pap...

Lovett, Arthur Lester, and Black, A. Burr

The gray garden slug; with notes on allied forms. 43 p. col. pl. il. tabs. pls. O (Station bull. 170) Corvallis, Ore., Oregon Agric. College pap.

McCormick, Howard H., and Wilber, Charles H.

The salesman's rights under the federal and state laws; as applied to interstate commerce; [prepared for Hitchcock-Hill Co., Chicago, Ill.] 30 p. D (Illegal prosecutions) Chic., [Authors], Ashland Block pap. \$1.50

McMechan, F. Hoefler, ed.

Nitrous oxide-oxygen analgesia and anaesthesia in normal labor and operative obstetrics; a monograph prepared for the benefit of all those concerned in safer and more efficient obstetrics and anaesthesia. 12+97 p. (2 p. bibl.) diagrs. O [c. '20] Columbus, O., National Anaesthesia Research Society \$2.50

Mander, Jane

The passionate Puritan. 308 p. D c. N. Y., J. Lane \$2 n.

The story of a city girl who went to a little village in the New Zealand bush and found there an existence full of adventure.

Markle, Clifford Milton

A Yankee prisoner in Hunland; [foreword by William H. Taft]. 52 p. front. (por.) pls. O [c. '20] New Haven, Conn., Whitlock's Bk. Store [Agt's] \$1.25

The author's experiences while a prisoner of war in Germany, and the story of his service with the Medical Dept., 102nd U. S. Infantry, 26th Division.

Marquis, Don i. e. Don Rôbert Perry

The old soak and Hail and farewell; line drawings by Sterling Patterson. 9+141 p. front. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.

Sketches and poems which deal with the past, the days before prohibition. These have appeared originally in the *New York Sun*.

Milner, Alfred Milner, 1st Viscount

England in Egypt; 13th ed. 8+429 p. tabs. O '20 N. Y., Longmans, Green \$3 n.

Molnar, Franz

Liliom; a legend in seven scenes and a prologue; English text and introd. by Benjamin F. Glazer. 14+185 p. D [c. '21] N. Y., Boni & Liveright \$1.75 n.

A play which is being produced on Broadway at the present time.

Morley, Christopher Darlington

Tales from a rolltop desk; front. by Walter Jack Duncan. 8+262 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Some of these stories originally appeared in *Collier's Weekly*, *Every Week*, *The Metropolitan*, *The New York Evening Post*, *The Outlook* and other magazines.

Myers, Gustavus

Ye olden Blue laws. 274 p. (5¾ p. bibl.) front. pls. D c. N. Y., Century Co. \$2 n.

A serious study of actual blue laws of former days, the conditions which evolved them, and experiences growing out of them, told in popular style.

McQueen, Alexander Stephen

Hints on export translations; foreword by Herman Schneider. 24 p. (2 p. bibl.) S [c. '21] Cin., The Fifty-third National Bank, 14-18 W. 4th St. pap.

New York. Public Service Commission

Reports of decisions of the Public Service Commission, 2nd district of the state of New York; from January 1, 1919, to December 31, 1919; v. 8. 563 p. tabs. (part fold.) O '20 Albany, N. Y., Public Service Commission apply

O'Harra, Cleophas Clisney

The White River badlands; [a rev. reprint of South Dakota State school of mines bull. no. 9;

Noyes, Ethel J. R. C.

The women of the Mayflower; and Women of Plymouth colony; [foreword by Anne Rogers Minor.] 197 p. D c. Plymouth, Mass., A. S. Burbank, Pilgrim Bookstore \$1.50 n.

The story of the spirit, faith and ideals of the Pilgrim women.

Olds, Marshall

The high cost of strikes. 20+286 p. front. (chart) O c. N. Y., Putnam \$2.50 n.

The strike discussed by a man who has never been an employer, but who offers remedies in the handling of organized and unorganized labor.

Oppenheim, Edward Phillips

The profiteers; with front. by Marshall Frantz. 287 p. D c. Bost., Little, Brown \$2 n.

The story of how a young American wizard of finance fought the profiteers, who were trying to corner the world's wheat supply.

Osler, Sir William

Bibliography of the writings of Sir William Osler, regius professor of medicine in the University of Oxford; rev. and enl. with index; by Minnie Wright Blogg. 96 p. front. (por.) O c. Balt., H. A. Blogg, 2506 St. Paul St. \$5 n.

This work contains 1195 titles. This first appeared in the Osler number of *The Johns Hopkins Hospital Bulletin*, 1920, and contained at that time 773 titles. The compiler is librarian of the Johns Hopkins Hospital.

Packard, Frank Lucius

Pawnd. 6+288 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of love and adventure with the scenes set in New York and the South Seas.

Parker, Charles Arthur, and Colledge, Lionel

A guide to diseases of the nose and throat and their treatment; 2nd ed. 15+583 p. pls. O '21 N. Y., Longmans, Green \$8.50 n.

Many portions of this work have been rewritten and new matter has been added since the war.

Parker, Mary Moncure

Funny monologues and poems, up to the minute. 98 p. D '21 c. '20 Bost., Walter H. Baker bds. \$1 n.

Dramatic selections for the amateur and professional reader, many of which are suitable for encores.

Patch, Edith Marion

Bird stories; with il. by Robert J. Sim. 211 p. (4¼ p. bibl.) front. pls. D (Little gateways to science) [c. '21] Bost., The Atlantic Monthly Press \$1.25

Nature stories for boys and girls between 10 and 14 years told by the entomologist of the University of Maine.

The badland formations of the Black Hills region] 181 p. (1¾ p. bibl.) charts il. tabs. diagrs. (part fold.) pls. O (Bull. 13, Dept. of Geology) '20 Rapid City, S. D., South Dakota School of Mines pap.

Palmer, Harold S.

Ground water in the Southington-Granby area, Connecticut; prepared in co-operation with the Conn. Geological and Natural History Survey. 310 p. col. maps (part in pocket) charts tabs. O (Dept. of the Interior, U. S. Geological Survey; water-supply pap. 466) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Pedler, Margaret

The lamp of fate. 8+336 p. D [c. '21] N. Y., Doran \$1.90 n.

A romance with an atmosphere of mystery.

Pepper, George Hubbard

A wooden image from Kentucky. various paging front. pls. S (Indian notes & monographs, v. 10, no. 7; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Petrovits, Joseph Julius Charles

The new Church law on matrimony; introd. by the Right Rev. Thomas J. Shahan. 16+458 p. (5¼ p. bibl.) O. c. Phil., J. J. McVey, 1229 Arch St. \$4.50 n.

Partial contents: Preliminary notions of marriage; Espousals; Matrimonial impediments; Diriment impediments; The separation of consorts; The validation of marriage.

Phelps, Edith M., comp.

Selected articles on immigration. 11+370 p. tabs. D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$1.80 n.

Pier, Garret Chatfield

Hanit, the enchantress. 12+283 p. D [c. '21] N. Y., Dutton \$2 n.

A romance of ancient Egypt.

Porter, Harold Everett [Holworthy Hall, pseud.]

Aerial observation; the airplane observer, the balloon observer, and the army corps pilot. 355 p. front. (por.) pls. tabs. maps O [c. '21] N. Y., Harper \$4 n.

A discussion of the possibilities of aeronautics in America and the necessity of future development, set down in popular language.

Raymond, Clifford Samuel

Four corners. 279 p. D [c. '21] N. Y., Doran \$1.90 n.

The story of four houses which occupy the four corners of a crossing in a little town, and the chain of mysterious events which bind them together.

Redgrove, Herbert Stanley

Purpose and transcendentalism; an exposition of Swedenborg's philosophical doctrines in relation to modern thought. 16+170 p. D N. Y., Dutton \$2.25 n.

Partial contents: The doctrine of degrees; Symbolism; Ontology; Biology; Ethics.

Pennsylvania Historical Commission, and Potter County Historical Society

Ole Bull pilgrimage, July 30, 1920. 80 p. front. (por.) pls. maps O Coudersport, Pa., The Potter Enterprise pap. 25 c.

Potter, Ermine Lawrence, and Withycombe, Robert

Fattening steers. 15 p. tabs. O (Station bull. 174; East Ore. branch station) Corvallis, Ore., Oregon Agric. College pap.

Regulations 37; rev. Jan. 1921; relating to Estate tax under the Revenue act of 1918; approved Feb. 24, 1919. 80 p. tabs. O (Treasury Dept., U. S. Internal Revenue) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Regulations 43; pts. 1 and 2; relating to the Tax on dues under the Revenue act of 1918; pt. 1, rev. Jan., 1921; pt. 2, rev., Dec., 1920. 117; 39 p. tabs. O

Reed, F. R. Cowper

The geology of the British Empire. 7+480 p. diagsr. (part fold.) fold. map O '21 N. Y., Longmans, Green \$14 n.

Richards, Harry E.

A guide to Bible study; a systematic course of lessons for the Sunday school and the home; junior course; 2nd ed. 12+242 p. O '21 N. Y., Oxford Univ. Press \$1.75; also in 3 pts. bds. ea. 50 c.

Richardson, Myron W.

Making a high school program. 7+27 p. tabs. (part fold.) D (School efficiency monographs) c. Yonkers, N. Y., World Bk. Co. bds. 75 c. n.

Ridgley, Douglas Clay

The geography of Illinois. 17+385 p. (7½ p. bibl.) pls. tabs. charts diagsr. maps (part col. & fold.) S [c. '21] Chic., Univ. of Chicago Press \$2.50 n.

A study of the geology, animals, people, vegetation, government, education and other resources of this state.

Ross, Edward Alsworth

The Russian Bolsheviki revolution. 16+301 p. front. (pors.) pls. pors. O c. N. Y., Century Co. \$3 n.

A history of those months in Russia from March, 1917 to January, 1918, during which the Provisional Government of which Kerensky was the outstanding figure, was set up and destroyed, and coming up to the time when the Soviet Republic was started.

Sabatini, Rafael

Scaramouche; a romance of the French revolution. 6+392 p. D c. Bost., Houghton Mifflin \$2 n.

The adventures of a strolling player who gained fame and happiness at the point of the sword.

Sangster, Margaret Elizabeth

The island of faith. 175 p. front. O [c. '21] N. Y. & Chic., Revell \$1.25 n.

A story of the experiences of the settlement workers who pass their lives among the very poor, in New York's East Side. This is the first long story by the grand-daughter of the author of "Winsome Womanhood."

Schimark, Hans

Gesprach uber die Einsteinsche theorie; versuch einer einfuhrung in den gedankenkreisl. 32 p. D N. Y., F. C. Stechert Co., 126 E. 28th St. pap 70 c. n.

(Treasury Dept., U. S. International Revenue) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Regulations 45; 1920 ed.; relating to the Income Tax and War profits and excess profits tax under the Revenue act of 1918; promulgated Jan. 28, 1921; [supplement to Treasury decisions, T. D. 3146] 342 p. tabs. O (Treasury Dept., U. S. Internal Revenue) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Rogers, G. Sherburne

Helium-bearing natural gas. 113 p. maps (part col. and part fold.) O (Dept. of the Interior, U. S. Geological Survey; professional pap. 121) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 30 c.

Rose, William, and Carless, Albert

Manual of surgery for students and practitioners; 10 th ed. 10+1538 p. il. pls. (part col.) O '20 N. Y., Wood \$9 n.

Schweikert, Harry Christian, ed.

French short stories; ed. for school use; [rev. ed. with helps to study]. 335 p. S (The Lake English classics) [c. '20] Chic., Scott, Foresman 68 c. n.

Seymour, Mrs. Beatrice Kean

Invisible tides. 357 p. D c. N. Y., T. Seltzer \$2 n.

A first novel published in England in 1920.

Shaw, George Bernard

Back to Methuselah; a metabiological Pentateuch. 101+300 p. D [c. '21] N. Y., Brentano's \$2.25 n.

The life of man from the Garden of Eden and into the future, as far as thought can reach is treated in this play of five acts.

Sheldon, Charles Monroe

In His steps to-day; what would Jesus do in solving the problems of present political, economic and social life? 192 p. front. (por.) D [c. '21] N. Y. and Chic., Revell \$1.25 n.

The questions What would Jesus do in the coal fields, as a farmer, with the press, with education, in the home, with international affairs, are asked.

Sindelar, Joseph Charles, ed.

Closing day entertainments. 125 p. music D [c. '20] Chic., Beckley-Cardy Co., 17 E. 23rd St. pap. 40 c.

Recitations, readings, dialogs, exercises, songs and music for the intermediate grammar grades.

Surrey, Henry Howard, Earl of

The poems of Henry Howard, earl of Surrey; [ed. by] Frederick Morgan Padelford. 238 p. (4 p. bibl.) O (Language & literature, v. 1) '20 Seattle, Wash., Univ. of Washington Press pap. \$2.50; \$3 n.

Taft, Lorado

Modern tendencies in sculpture; the Scammon lectures for 1917. 26+451 p. front. (por.) pls. O [c. '21] Chic., Univ. of Chicago Press \$5 n.

Partial contents: Auguste Rodin; Recent French sculpture; Recent German sculpture; Augustus Saint-Gaudens; Some recent tendencies in American sculpture. Index.

Schinderhans, August

The truth in the world war; an exposé of better Americanism; delayed on account of the U. S. gag-law. 32 p. O '21 Dallas, Tex. E. H. Andrae [1801 Young St.] pap. 15 c.

Shakespeare, William

Shakespeare's Hamlet, ed. with notes and questions by Thomas C. Blaisdell and Alice Louise Marsh, 210 p. S (Excelsior literature ser.) [c. '20] Dansville, N. Y., F. A. Owen Pub. Co. 48 c.; pap. 24 c.

Smith, Arthur Ervin

Block anesthesia and allied subjects; with special chapters on the maxillary sinus, the tonsils, and neuralgias of the nervous trigeminus for oral surgeons, dentists, laryngologists, rhinologists, otologists, and students; 595 illustrations. 35+895 p. (3 p. bibl.) Q '20 c. St. Louis, Mo., C. V. Mosby Co. \$15

Springfield, Mass. City Library Association

The Pilgrim tercentenary; the Puritans, and the New England spirit. no paging D Springfield, Mass., The City Library pap. 10 c.

Stein, Francis Julius

1921 ed. Stein's Philadelphia trolley guide; with two central-city trolley maps; and four pages of street guide. 32 p. D [c. '20] Phil. [Author], 533 Chestnut St. pap. 5 c.

Tardieu, André Pierre Gabriel Amédée

The truth about the treaty; foreword by Edward M. House; introd. by Georges Clemenceau. 473 p. O [c. '21] Indianapolis, Ind., Bobbs-Merrill \$4 n.

Partial content: German aggression; The war and the armistice; The disarmament of Germany; Alsace and Lorraine; What Germany must pay; How the peace is being enforced; France, Great Britain and the United States.

Tarkington, Booth i. e. Newton Booth

Alice Adams; il. by Arthur William Brown. 434 p. front. pls. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A study of an American family and its attempts to catch up socially and financially. This is accomplished thru the daughter of the family, who sets it on the right road.

Tennyson, Alfred Tennyson, Lord

The princess; a medley; ed. for school use by Charles Townsend Copeland and Henry Milnor Rideout. 175 p. S (The Lake English classics) [c. '99-'20] Chic., Scott, Foresman 44 c. n.

Towne, Charles Hanson

Loafing down Long Island; with drawings by Thomas Fogarty. 212 p. front. il. O c. N. Y., Century Co. \$2.50 n.

The story of a walk from Manhattan to the end of Long Island, told in prose and verse.

Underhill, Charles Reginald

Solenoids electromagnets and electromagnetic windings; 2nd ed., thoroughly rev. 21+342 p. front. charts diagrs. tabs. '21 c. '10-'14 N. Y., Van Nostrand \$3 n.

Vance, Louis Joseph

Red masquerade; being the story of the Lone Wolf's daughter; front. by Douglas Duer. 311 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Lone Wolf now in the British secret service trails a gang of cracksmen, and unravels a plot to destroy the British cabinet.

Tarr, William Arthur

Tables for the determination of the common minerals and rocks; rev. and enl. 38 p. S [c. '21] Columbia, Mo., The Missouri Book Co. 50 c.

Thalheimer, Alvin

The meaning of the terms: 'existence' and 'reality'. 116 p. O [20] Princeton, N. J., Princeton Univ. Press pap. \$1

Thomason, Caroline Wasson

Beauty and the beast, La belle et la bête; a play for children in six scenes, arranged to be given in English or French. 38 p. D c. Phil., Penn Pub. Co. pap. 35 c.

Bluebeard, Barbe Bleue; a play for children in three scenes, arranged to be given in English or French. 35 p. D c. Phil., Penn Pub. Co. pap. 35 c.

Cinderella, Cendrillon; a play for children in four scenes, arranged to be given in English or French. 39 p. D c. Phil., Penn Pub. Co. pap. 35 c.

Red Riding Hood, Chaperon Rouge; a play for children in three scenes, arranged to be given in English or in French. 28 p. D '20 c. Phil., Penn Pub. Co. pap. 35 c.

The three bears, Les trois ours; a play for children in one scene, arranged to be given in English or French. 19 p. D c. Phil., Penn Pub. Co. pap. 35 c.

United States Shipping Board. Personnel Section
Emergency fleet corporation personnel. 178 p. D '19 Wash., D. C., Emergency Fleet Corp. pap.

Viertel, William, comp.

Official directory of the City of New York; prepared under the direction of Peter J. Brady, supervisor of the City record; 4th ed, 1921. 217 p. nar. Tt N. Y., The City Record, 125 Worth St., pap. 15 c.; leath. 30c.

Vitz, Hugo J. P.

Problems in elementary woodworking; graded for instruction by the group method. 126 p. front. il. diagsr. plans charts pls. obl. D [c. '20] Dallas, Tex., The Southern Pub. Co. \$1.25

A textbook giving a course of problems covering the use of tools, tool processes and the general principles of woodworking.

Vogt, Paul Leroy

Church co-operation in community life. 171 p. D [c. '21] N. Y. & Cin., The Abingdon Press \$1 n.

Partial contents: The basis for community service; The social challenge of the church; Interdenominational readjustment; Missionary programs and rural community service.

Von Bode, Wilhelm

Italian renaissance furniture; fr. by Mary E. Herrick. 48 p. pls. O [c. '21] N. Y., William Helburn \$4 n.

Furniture of Florence, Tuscany, Venice, Rome and Naples as well as that of the Mainland and the Northwest is discussed. This volume also contains 71 full page plates.

Ward, Charles Henshaw

Workways for theme-building. 70 p. D [c. '20] Chic., Scott, Foresman pap. 25 c.

Warner, Charles A.

Field mapping for the oil geologist. 10+143 p. il. maps O [c. '21] N. Y., Wiley \$2.50 n.

Waterman, Thomas Talbot, and Greiner, Ruth

Indian houses of Puget Sound. 61 p. (8 p. bibl.) il. pls. S (Indian notes & monographs; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Wells, Carolyn [Mrs. Hadwin Houghton]

The come back. 286 p. D [c. '21] N. Y., Doran \$1.90 n.

The story of the mysterious death of Peter Boots, and of the mysterious messages which are received by his friends.

White, William Patterson

The heart of the range; front. by George W. Gage. 8+313 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A story of love, adventure and mystery, which

surrounds the deep plot of a band of gun-men to seize an immense tract of ranchland.

Willard, Julia Colton

The garden path and other verses. 49 p. front. (pors.) D c. '20 Boonville, N. Y., Garry A. Willard \$1.50

Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]

Vision house. 8+305 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of conflicting wills and temperaments and the unbreakable purpose of a very extraordinary man.

Wilson, Joseph R.

The Santa Fe trail; and other poems; [containing a brief history of the Santa Fe trail] 75 p. D c. Phil. [Author], University Club, 1510 Walnut St. pap. 50 c. n.

Woodward, Warren O., and Fredericks, George Aloysius

Selling service with the goods; an analysis and synthesis on the planning, designing, construction and installation of window displays; includes comprehensive and practical chapters upon the psychology of window displays, color harmony, lithography and dealer co-operation. 16+183 p. pls. (part col.) il. diagsr. tabs. O [c. '21] N. Y., J. A. McCann \$4.50 n.

Partial contents: Planning the campaign; The technique and psychology of a window display; Window display construction; Automatic vs. "still" displays; Window displays in foreign markets; Co-operating with the dealer; Motion picture display; Getting the most out of the modern store front; Window lighting.

Wright, Peter E.

At the supreme war council; [American ed.] 201 p. front. (por.) pors. O c. N. Y., Putnam \$2.50 n.

A story of French and British generalship during the late war told by the late assistant secretary, Supreme War Council, with which the author served as interpreter.

Wrong, George McKinnon

The United States of Canada; a political study. 191 p. D (Wesleyan Univ., George Slocum Bennet foundation lectures, 2nd ser., 1919-'20) [c. '21] N. Y. & Cin., The Abingdon Press. \$1.25 n.

Partial contents: The dominance of the English-speaking peoples in America; The growth of federalism in North America; The place of Canada in the British commonwealth.

Yachtsman's (The) annual guide and nautical calendar; the book of a thousand facts; 1921 rev. ed. 400 p. tabs. pls. (part col.) fold. maps O Bost., The Yachtsman's Guide, 134 Milk St. pap. \$1.25; duck \$2

Waring, Gerald A.

Ground water in the Meriden area, Connecticut; prep. in cooperation with the Conn. State Geolog. and Natural Hist. Survey. 83 p. il. fold. maps O (U. S. Geol. Survey water-supply pap. 449) '20 Wash., D. C. Gov. Pr. Off. pap.

Weaver, Paul John

Music in the public schools. 11 p. O (Univ. of N. C. Extension leaflets) '21 Chapel Hill, N. C., Bu. of Extension, Univ. of N. C. pap. gratis

White, William A.

Outlines of psychiatry. 8th ed. 355 p. il. O (Nervous and mental disease monograph ser.) c. Wash., D. C., Nervous and Mental Disease Pub. Co. pap. \$4

Wildner, Russell M., and others

A primer for diabetic patients; a brief outline of the principles of diabetic treatment, sample menus, recipes and food tables. 76 p. D '21 Phil., Saunders \$1.50 n.

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Are You Among Those Missing, Mr. Publisher?

(A Letter from Hochschild, Kohn & Co., Baltimore.)

To the PUBLISHERS' WEEKLY:

Dear Sirs:

"May we offer a suggestion that you endeavor to interest all of the publishers in having their catalogs inserted in the TRADE LIST ANNUAL. There are some of the publishers who never appear in this list, and this non-appearance involves considerable loss of time when we have to refer to their catalogs."

Yours very truly,

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Rare Books, Autographs and Prints

A CABLE from London states that at the sale of the library of Thomas Hutton, Charles Sessler, the Philadelphia bookseller, has bought a second folio Shakespeare which had been unhandled and unrecorded in 130 years, which contains what appears to be six lines of original Shakespeare manuscript with a Shakespeare autograph. This has been compared by Mr. Sessler with the known Shakespeare autograph on the Shakespeare will and believed by him to be genuine. He will have this examined by experts in this country.

In discussing autograph letters from the standpoint of interest to collectors, *The Dickensian* of London says: "Letters often form the touchstone of a man's soul. No man, if he be sincere, can write a half dozen letters and still remain cryptic; his words must define something; they must reveal not merely what there is of character, but must also point the arrow to the mind's deepest penetration."

The first work on mathematics printed in the Western Hemisphere was entitled "Sumario Compendioso" in Mexico in 1556. Its author, Juan Diez, was a native of Galicia and a companion of Cortez in his conquest of Mexico. A facsimile of the original work has been issued by Ginn & Company with translations and notes by Professor David Eugene Smith of Columbia University.

Altho the sexcentenary of the death of Dante falls in September, the London celebrations are already beginning. An exhibition of Dante books, pictures, statues and medals has just been opened at University College. A similar exhibition with wider scope will be displayed at the British Museum in the King's Library. The display of Dante rarities will be supplemented by many editions of other Italian classical writers together with historical manuscripts and illuminated books.

An exhibition of book plates is on view at the Brooklyn Museum and will continue until June 15. It includes about 1,000 plates, mainly American, altho there are good examples of English, French, Italian and German artists. There is an almost complete set of our foremost designer, Edwin Davis French, and J. Winfred Spenceley, Sidney L. Smith, W. F. Hopson, Walter M. Aikman and Louis Rhead are also well represented. A group of plates by early American designers includes Anderson, Callender, Hurd, Gallaudet, Maverick, Child and Doolittle.

The first public exhibition of the Joseph Pennell collection of James McNeill Whistler items was opened May 19 in the Library of Congress. The exhibit comprises about 600 items, including some of the most famous originals from the pen and brush of the great artist. The collection represents the work of

thirty years; on the part of Mr. and Mrs. Pennell and they have given it to the United States Government for permanent preservation.

An autograph letter has recently turned up that throws much light upon Charles Dickens's early editorial connection with the *London Daily News*, an incident in his life that his biographer barely touches and about which the public has known little. In this letter Dickens complains bitterly of his partner, Mr. Bradbury, and the bad treatment that he had received from him. It also appears that the entire editorial staff and the reporters suffered similarly and were dissatisfied. It is quite probable that the uncongenial conditions brought about an estrangement and the novelist's desire to retire.

The recent 150th anniversary of Beethoven's birth was celebrated thruout Germany. At the National Library there was an exhibition of manuscripts, autograph letters and portraits of the great composer. It has been remarked that the Germans have a fondness for anniversaries. This was shown even during the war in the recognition of the tercentenary of Shakespeare and in the recent honors in memory of Cervantes. Elaborate preparations are now being made in North and South Germany for the celebration of the 600th anniversary of the death of Dante.

The library of W. H. Cullimore of Baltimore, with additions, was sold at the Anderson Galleries, May 23, 24 and 25. In addition to many desirable modern books and standard sets there were a few rarities. For instance, there was a copy of the first Paris edition of Jefferson's "Notes on Virginia," 1782; Mrs. Eddy's "Christian Healing," 1880, first edition and the first copy to appear in the auction room for a long time; first editions of Lord Byron; a portion of the manuscript of Carlyle's "Frederick the Great"; colored plate books of the Rowlandson and Cruikshank period; Stith's "Virginia," 1747, first edition; and also a few rare issues from the Elzevir Press.

On May 6th the Massachusetts Historical Society informally handed over the Jonathan Trumbull Papers to the State of Connecticut. For 125 years these valuable historical papers have been in the possession of the Massachusetts Historical Society, altho it is seventy-five years since Connecticut began an agitation for their return. In all the intervening years Connecticut has persisted and finally a committee of which Senator Lodge is a member reported in favor of giving up the papers. Thirty volumes, including one made up entirely of letters to Governor Trumbull written and signed by Washington, are returned by the Society's vote. When Jonathan Trumbull, of Revolutionary fame, died in 1785, he had in

his possession at his Lebanon home a mass of historical documents of the greatest historical value. They covered the time of his governorship of Connecticut from 1769 to 1783. Almost all that Connecticut did from seven years before the Declaration of Independence to the close of the Revolutionary War was reflected in them. There was no state depository for public papers at that time. When incumbents of public office went back to private life they took the public papers with which they had been concerned with them. Both Washington and Hamilton did it and in the earlier years the practice held in England as well. So when Governor Trumbull went back to Lebanon to end his days he took these Connecticut public documents and correspondence with him. Ten years after his death Dr. Jeremy Belknap, representing the Massachusetts Historical Society, successfully negotiated for them and they have been in the Society's possession ever since.

The sale of the sporting library of William Brewster, of this city, with additions of Poe manuscripts and autograph letters sold to the account of a descendant of Henry B. Hirst at the Anderson Galleries, May 9, 10 and 11, contained much interesting material and brought a total of \$20,267.70. Interest centered in the Poe manuscripts; the original manuscript of the essay "About Critics and Criticism," written on narrow slips of the author's favorite blue paper and pasted together, making a continuous roll 12½ feet long, brought \$1,250; and the manuscript of "Annabel Lee," also pasted to form one long sheet, brought \$1,200. Dr. Rosenbach bought both manuscripts. A set of John Gould's "Ornithological and Other Works," in 45 folio volumes, London, 1831-88, brought \$3,700—the highest price of the sale. Other lots of special interest and the prices which they brought were the following: Apperley's "Life of a Sportsman," with colored plates by Alken, 1842, \$520; *The Annals of Sporting*, 13 vols., and *The Turf Herald*, 2 vols., together, London, 1822-28, \$460; Young's "Night Thoughts," London, 1797, first edition with Blake's illustrations, \$110; manuscript poem, "The Man that Hath," 20 lines, by Eugene Field, \$80; manuscript of John Hay's "The Breadwinners," 252 pp., small folio, \$640; Whitman's "Memories of President Lincoln," published by Mosher in 1912, with autograph letters of Lincoln and Whitman and others, \$350; Grego's "Rowlandson the Caricaturist," London, 1880, extra-illustrated and including four original water colors by the artist, \$260; B. F. Stevens's "Facsimiles of Manuscripts in European Archives Relating to America," 1773-83, with descriptions, notes and translations, 25 vols., folio, half morocco, London, 1880-98, \$300; A. L. S. 2 pp., 8vo., by Robert Louis Stevenson, Café Palais Royal, Paris, n. d., an unusually interesting letter, \$105; and another by the same author, 2 pp., 8vo., to Sidnev Colvin in reference to his essay, "Victor Hugo," \$100.

F. M. H.

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—Ginn and Company, Boston, in *New Era Magazine*.

Auction Calendar

Friday, June 10th. Rare Americana. (No. 122; Items 179.) Heartman Auction Co., 31½ Merchants' Row, Rutland, Vt.

Catalogs Received

Miscellaneous collection of books. (No. 384; Items 798.) Edward Baker's Great Book Shop, 14 John Bright St., Birmingham, England.

Rare books and modern first editions. (Items 160.) George Kirk, 1894 Charles Road, Cleveland, O.

Rare, scarce and standard books interesting to the collector and reader. (No. 45; Items 993.) Burnham Antique Bookstore, 54 Cornhill, Boston, 6, Mass.

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Froude's History of Ireland, 2 vols., Scribner, Armstrong, 1873, or vol. 2 of same.

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Tennyson, Shelly, Byron, English, in the Endymion Poets, pub. by Bell, London.

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National Conference of Social Work, Proceedings at 46th annual meeting, 1919.

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The Book Shop, 614 Spruce St., Scranton, Pa.

Peck genealogy.

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Lackawanna Valley History.

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Accounting for Department Stores, Detroit, 1906.

Caine, H., The Scapegoat, rev., Appleton, 1899.

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Hulbert, Forest Neighbors, 2nd ed., D. P. & Co.

Jordan, Leading Amer. Men of Science, Holt, 1910.

Knowles, Alone in the Wilderness, Small, 1913.

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Neihardt, The Quest, Macmillan, 1919.

Ralph, Making of a Journalist, Harper, 1903.

Smith, Sea King of Barnegat, Duffield, 1918.

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Borgeaud, C., Adoption and Amendment of Consti-

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Cabell, Jurgen, Chicago, Bookfellows, 1920.
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Hardy, B. C., Princess de Lomballe, London, 1908.
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Proverbs, Bohn Library.
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Christian Barentson Van Horn and His Descendants, C. S. Williams, New York, 1911.
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History of New Netherland, O'Callaghan.
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The Public Library of Brookline, Brookline, Mass.
Century Cyclopedia of Names, rev. and enlarged, 1914 edition.Brooklyn Museum Library, Brooklyn, N. Y.
American Art News, April 16, 1921.

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 Painted Veils, Geo. Moore.

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Stocks and the Stock Market, edited by S. S. Huebner, 1910; Annals of the American Academy of Political and Social Science, Philadelphia.

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 Le Bon, Psychology of Peoples.
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Woods, Mrs., Within the Maze.

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DeVinne, Theodore, Low, Invention of Printing, 1876.
Writings of American History, 1902.
E. C. Richardson and others, 1904?
- H. R. Huntting Co., Myrick Bldg., Springfield, Mass.
Helen Hunt Jackson's Poems.
Booklovers' ed. Shakespeare, set.
Century Dictionary, last ed.
Burton Holmes Travelogues, buckram binding.
Garnett & Gosse, English Literature, 4 vols., illus. Macmillan.
Poole's Index to Periodical Literature, 2nd hand.

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Lords, Beacon Lights of History, v. 3 of 1912 ed. (16 vols., red cloth).
Greenaway, Apple Pie, Routledge.
Dick, Bilberry Wood, Brentano.
Grimm, Cherry Blossom, ill. Stratton, Blackie.
Hill, Outlaws of Horseshoe Hold, Scribner.
Stockwell, Net Worth and Balance Sheet, Ronald, 1912.
Kipling, set, Outlet ed.
Dunning, Essays on the Civil War and Reconstruction.
Lockwood, Colonial Furniture Book.
Standard Dictionary of Facts, pub. Frontier Press Co., Buffalo, N. Y., 1919.

A. J. Huston, Portland, Me.

Elliott, Horae Apocalypticæ.
Hyatt, A. W., Footpath Way, pub. Jacobs.
Hsley, Forest Shore.
Marvin, On Wreck and Salvage.
Stevens, Recollections of James Lennox.

Hyland's Book Store, 204 Fourth St., Portland, Ore.

The Intermediate Sex, Carpenter.
Iowa Session Laws, 1843.
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Bancroft's History United States, vol. 10.

Illinois Book Exchange, 202 S. Clark St., Chicago

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Willard's Handbook Relating to Statutes, 1890.
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Day, The Magic Story.

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Treasury of Favorite Poems, pub. Pott & Co.
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Aims of Literary Study, Hiram Corson, pub. by Macmillan.
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Life and Times of Cleopatra, Weigall, pub. Putnam.

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Walter Boguehot's Literary Studies, vol. containing Wordsworth, Tennyson and Browning, pub. by Longmans.
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Cobb's Organs of Internal Secretions, pub. Wm. Wood & Co., New York.
Landolt, Handbook of the Polariscope, London, Macmillan Co., 1882.

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 Sewall Papers.

Library Association of Portland, Portland, Ore.

Adams, Henry, Democracy.

Library of Congress, Order Division, Washington

Weekly Stat, Sugar Trade Journal, vols. 1-18, N. Y.,
 Willet & Gray.

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 House of Savoy.
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Browne, C. F., Artemus Ward's Best Stories, 2
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Sparks, J., Library of American Biography, vol. 23.

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Vincent Swale, Internal Secretions, pub. Canada.

McClellon, Physical Chemistry of Vital Phenomena.

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Harvard Classics, vol. 28, red cloth.

Newman McGirr, 39 S. 19th St., Philadelphia

Goodwin's Official Turf Guide prior to 1893.

Cooper, J. F., Lives of American Naval Officers.

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Methodist Review, March, April, 1911.

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Memoirs of Frances Havergal, Havergal.

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Routledge.

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Maister, Letters on the Spanish Inquisition, Dona-
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quisition, 1835.
Screws, W. W., Alabama Journalism, Madison, 1893.
Shakespeare, Hamlet, Othello, Macbeth, Tudor ed.,
leather.

Adams, F. W., John Henry Smith.
Pesche, Christian Philosophy of Life.
Bowering's Translation of the Lyrics of Alexander
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Scottish Clans and Their Tartans.
New Testament, translated by Sawyer, Boston,
1858.

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 Caves and Jungles of Hindustan.
 Astrologer's Magazine, August 1890-July 1891 incl. Our Flag, R. A. Campbell, Chicago, H. Lawrence & Co.
 Kindly Light, by Florence Kingslee.
 Healthful Living, Mrs. E. S. White, circa. 1897.
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Hazelton & Benrimo, The Yellow Jacket.
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Brooks, Seeking Life, 10th series.
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Presbyterian Book Store, 6th Ave. and Wood St., Pittsburgh, Pa.

The Communion of Prayer by Wm. Boyd Carpenter.

The Presbyterian Book Store, 411 N. 10th St., St. Louis, Mo.

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Path Magazine, Sets, vols. or parts.

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Maj. Gen. O. O. Howard's Autobiography.

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 The History and Personal Recollections of Abraham Lincoln, Herndon & Week, 3 vols., 1889.
 First Published Life of Abraham Lincoln, 1860.
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 Crane, Beauty and Beast Picture Book, Lothrop.
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 London Art Journals, 1882 to 1913, also 1892 to 1913.

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 Cooper & S., Natural History Washington, 1859.
 Encyclopedia Britannica, 11th edn. (large type).
 Harvard Classics, set.
 Heavyside, Electrical Papers, 2 vols.
 Hunter, Stiegel Glass, Houghton.
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 Nuttall, Ornith Club Memoirs, vol. 1.
 Riley, American Thought, Holt.
 Sweetser, Guido Reni, 1884, Boston.
 Thomas, History Printing in America, 2nd ed.
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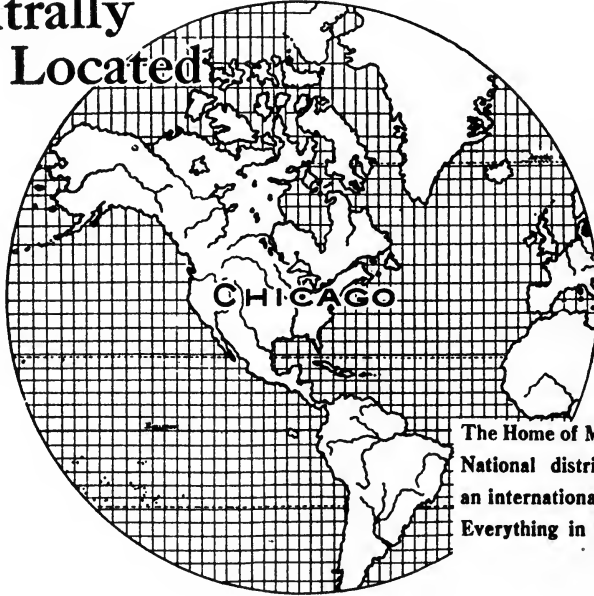
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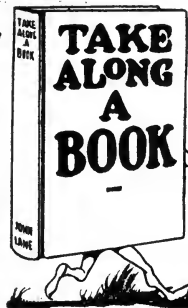
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Publishers JOHN LANE COMPANY New York

1735

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCIX.

NEW YORK, JUNE 11, 1921

No. 24

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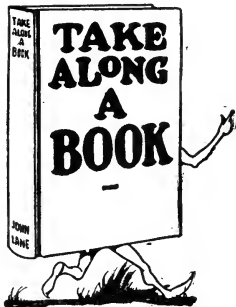
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The Publishers' Weekly



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To Be Published August 24



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HALL CAINE’S THE MASTER OF MAN

After a lapse of eight years,---the reason

For eight years readers have waited for a new novel from Caine’s pen. This story begun the year before the war, was laid aside because of the pressure of urgent national and patriotic duty. On the day after the Armistice, it was taken up again and after two years further work completed.

THE MASTER OF MAN

A supreme example of Hall Caine’s art. As a teller of tales which grip the imagination and stir the emotions, Hall Caine has few equals.

As the WOMAN THOU GAVEST ME was the woman’s story, so THE MASTER OF MAN is the man’s story. They deal with the same eternal subject, and are opposite facets of the same coin, altho unrelated in content or character.

WRITE FOR POST CARDS, POSTERS, ETC.

J. B. LIPPINCOTT COMPANY, Phila.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 11, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Children's Summer

NOW comes, for the children, ten weeks of vacation, ten weeks with plenty of time for play and long twilight evenings. From booksellers there have come many reports to the Year-Round Bookselling Committee that the opportunity to sell books to children for the summer has been increasing with comforting steadiness in the last few years. This movement has been supported by developments in the schools, where many teachers are suggesting definite lists for young people to read thru the summer, and in a great many libraries, where they help parents and young people with suggestive lists.

Parents, too, have come to realize that the book is a great help on rainy days and on the days when the hours have become too long to be covered by play alone, and a package of books in the cottage or camp is a boon, indeed. Many of the camp libraries for boys and girls are growing in size and usefulness.

Arthur E. Roberts, the Boy Scout Executive of Cincinnati, writes that the camp library has been developed with a strong belief in the power of the suggestion carried by the books. Books on handicraft, campcraft, etc., are in wide favor, as well as purely recreational reading, where the interest centers largely about tales of outdoor adventure.

The same writer reports an interesting effort made while he was director of boys' work in the Chicago District Golf Association, where he recommended the installation of libraries for the caddies, and it was found that the caddies took to the idea with a zest and it became an even more popular pastime than gymnastics, for which there was also equipment.

Boys and girls only need to have a contact with books to take advantage of that contact, and a full display of books during the weeks

when vacations are beginning will bring them to the mind of many people.

Trade Tools

WE are glad to be able to print next week the paper awarded the first prize in the H. W. Wilson Company contest on "The United States Catalogs and Their Use." In no trade are the trade tools so important as in the book field, and the fact that the United States has always had complete equipment in this line has given great help to the expansion of the bookselling business.

The first books to go into a new store should be a complete set of the book-trade tools, if any special orders are to be taken or any effort made adequately to serve the community in books, and the first preparation needed for a salesman who is to take his place on the floor is a careful study of the information that can be had from these trade tools: "The United States Catalogs," and their supplements, "The Trade List Annual," "The Weekly Book Record," and all the other book information equipment and machinery.

It is interesting to notice by whom the prize papers which the judges passed on without knowing their source, have been written: J. H. Roesgen, who won first prize, is connected with Jacobs' Bookstore in Philadelphia as salesman, and prior to that was for three years with the H. Y. Otto store in Williamsport, Pennsylvania.

The second prize went to one of the staff of the Endicott Free Library, who writes that she obtained her experience in handling books for Children's Book Week in the library and was previously in the book department of that city. The Endicott Library, under the direction of Miss Quigley, was one of the most successful users of the Children's Book Week idea for connecting up books with the community's interests.

The third prize went to one of the students of Miss Graham's school in Philadelphia, Mrs. Helga Borgen. Mrs. Borgen writes that she is a Norwegian by birth and gives a large part of her time to translation. She says she "has never yet sold books because she cannot afford it, as the wages that have been offered are too low."

The fourth prize goes to Frederick Hartman, of Chapman's Bookstore, Montreal, who,

it happens, is now contributing a series of articles on bookselling to the PUBLISHERS' WEEKLY, and who is at work on the preparation of a history of bookselling.

The fifth prize also goes to a well-known PUBLISHERS' WEEKLY contributor, Merrill B. Ketcham, of Stewart's Bookstore, Indianapolis, whose work in the WEEKLY has been signed "Ketch."

The Library and Bookselling

AN interesting and concrete example of the many ways in which the work of the library by its emphasis on the increased use of books increases the possibilities of home libraries and book buying is shown in a report from the Tacoma Public Library.

In this report we see that the head of the children's department celebrates, in co-operation with others of the city, Children's Book Week, and has made it a city event. Thousands of essays were submitted last year on "My Favorite Book and Why I Like It." Again we see that Miss Porter addressed sixteen meetings in Parent-Teacher circles and other groups on various phases of children's reading and Children's Book Week. A large room in the building, formerly the newspaper room, was used in connection with an annual exhibit of children's books. Another feature of the children's work was the summer story hours which kept books in the minds of the children during the summer months.

In mentioning the co-operation on the Children's Book Week, the report shows that this involved the help of three bookstores, Boy Scouts, Camp Fire Girls, the Parent and Teachers' Association, city and county schools, Soldiers' and Sailors' Clubs, pre-school circles, Girl Scouts, Y. M. C. A., Y. W. C. A., the Community Service Bureau, and the newspapers, especially the Tacoma *Daily Ledger*, which gave prize books to contest winners. It was found that the newspapers welcomed real stories and news items about children and their reading.

In other classes of books special collections were put on exhibit which brought much public interest, for instance one exhibit of books which could be described as "As interesting as a novel." Other books were on "Modern Poetry," "The H. C. L.—Some Ways to Cut It," "Labor Problems," and "Fifty Years Old

and Still the Best." At Christmas time the buy a book idea was emphasized. All of this publicity on the relation of books to the home must put books in a much more intimate relation to the community. The library is certainly taking a broad view of its functions in book distribution.

Australian Paper Supplies

STATISTICS on the paper trade in Australia for the last fiscal year recently quoted show that Australia imports 15.2% of her paper supplies from the United Kingdom, and 33.3% from the United States. No figures are printed as to the proportion of books, but the amount imported from the States is very small, indeed, and, altho it increased during the war, has dropped off again on account of adverse exchange.



Best Sellers Last Month
Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- Main Street, by Sinclair Lewis. *Harcourt.*
The Brimming Cup, by Dorothy Canfield. *Harcourt.*
The Mountebank, by William J. Locke. *Lane.*
The Sisters-in-Law, by Gertrude Atherton. *Stokes.*
The Mysterious Rider, by Zane Grey. *Harper.*
Sister Sue, by Eleanor H. Porter. *Houghton.*

GENERAL

- The Peace Negotiations, by Robert Lansing. *Houghton.*
The Outline of History, by H. G. Wells. *Macmillan.*
Mystic Isles of the South Seas, by Frederick O'Brien. *Century.*
White Shadows in the South Seas, by Frederick O'Brien. *Century.*
The Mirrors of Downing Street. *Putnam.*
Now It Can Be Told, by Philip Gibbs. *Harper.*

A Short History of Printing

By Carl P. Rollins

Printer to Yale University

I. To 1562—the Year of the Flight of the Printers, from Metz

THERE has been a tendency to regard printing as the invention of an entirely new art, "sprung full-grown from the head of Zeus," and to overlook the circumstances which surrounded its discovery and development. The perfection of the method

of learning and of the demand for cheaper books. The time was that great period of the flowering of European culture which opened with the crusades, which built the churches of North France and of England, which reduced



A DUTCH BLOCK BOOK, BEFORE THE INVENTION OF MOVABLE TYPE, CUT ENTIRELY ON WOOD

of reproducing books, which gradually came to be known as printing, was indeed a spectacular event, and the adulation of Gutenberg by his German partisans has been so overwhelming that scant courtesy has been shown the almost simultaneous invention or discov-

ery of learning and of the demand for cheaper books. The time was that great period of the flowering of European culture which opened with the crusades, which built the churches of North France and of England, which reduced

the utter chaos of European life during the dark ages to the logic and order of feudalism, and which closed with the middle ages' greatest contribution to the world, the art of printing—in medieval Latin "ars artificialiter scribendi"—the art of writing artificially. For already the civilization of Europe possessed a complex and beautiful art of hand writing. In hundreds of monasteries, particularly those under the Benedictine rule, the art of the manuscript book had reached a very high level of production, both as to quality and quantity. A great number of monks were at work in the scriptoria or writing rooms, with zeal and industry copying the works of the church fathers and the classical writers of antiquity. "We must recall to ourselves that for a term of six or seven centuries, writing was a business, and was also a religious duty; an occupation taken up by choice and pursued with a degree of zeal, persistence, and enthusiasm for which in the present day there is no parallel." On sheets of vellum and paper, and in numerous forms of script, a vast number of priceless works were saved to Europe, and this indefatigable industry provided the one means whereby the church got her books of devotion and her bibles, and where, as the universities developed, they too obtained religious and classical texts and commentaries. But after the fourteenth century the comparative immunity of the town from war and grinding extortion, the rise of the independent craftsman and the commercial bourgeoisie, and the free, aspiring spirit of the Hanseatic League and the free towns of Italy and the Empire, made it possible for the arts and crafts to develop within the democratic precincts of the town. Such a situation was especially favorable to the invention of an art which, like printing, requires more than a few personal tools for its carrying out, and a free and enlightened atmosphere in which to work.

The intellectual growth of Europe in the latter middle ages was reflected in the increase of the knowledge of reading among classes which had never before had the desire or the power to satisfy it. The city democracies wanted books, and the monkish scriptorium was unable adequately to meet the demands made upon it, either as to kind or quantity. Calligraphers not connected with the monasteries became a recognized guild of craftsmen, and they provided for the less classical needs of the bourgeoisie. Colard Mansion of Bruges, Caxton's first partner, was of these.

The first attempts on the part of European craftsmen to meet this demand came not from the already well-established monastic scriptoria, but from individual craftsmen of the north of Europe, where the democratic spirit was strong, and the spread of common education was broadest. It took the form of a well-known method of stamping an engraved design on a sheet of vellum or paper—a mode of producing duplicate copies which goes far back into antiquity, to Rome, to

Egypt, to Mesopotamia, to China; but in the hands of the Germans and the Dutch it became what we know as xylography, or block-book printing. There exist to-day many examples of block-books, all simple and crude, all small in size and of few pages. They have been discovered in most instances in the bindings of later printed books, and are the primitives of our art, interesting only for the light they throw on the educational facilities of the times, and the clue they give as to the history of the invention of printing with movable types. Their subject matter is sometimes religious—hand books of devotion, such as the "Books of Hours"; sometimes grammatical—school text books of the simplest kind, like the "Abecedaria." There is always on each page a picture, rude but often vigorous, and a line or two of text, explanatory or homiletic. These books were produced in great numbers, by innumerable Dutch and German workmen in the first half of the fifteenth century. The blocks from which they were printed were in one piece for each page (hence the term "block-book") and the ink was sometimes lamp-black and oil, the compounding of which into printing ink had already been discovered, and sometimes a thinner water-color was used, much as the Japanese do their wood-block printing. The blocks were true "wood-cuts" being cut with a knife on the side of the grain of the wood, not dug out with a graver on the end of the grain, like the "wood-engraving" of a later period. The books were cheap in price and widely circulated, but they were of extremely limited scope, and their appeal was chiefly to the more ignorant masses of the people.

Little as the block-book did to relieve the monastery of the burden put upon it, it nevertheless pointed the way to the cheap and rapid production of printed pages. Some block-books had already been printed with pages of text only—notably the *Ars Moriendi*—and the Dutch inventor of printing was confessedly a xylographer. It is natural to assume that some block-book printer would discover the convenience of movable types; the infinite labor of cutting whole pages of letters might well be an incentive to such a discovery. And the existence of a score or two of block-books which show a combination of wood blocks and movable type letters is proof that some one did so work out the problem. If the Dutch inventor was a xylographer, the German inventor was said by very early writers to have received his inspiration from the many block-books which he saw around him: so that be the art the invention of Dutchman or German, the block-book is the true prototype of the printed book.

By the middle of the fifteenth century probably many men had experimented with apparatus for the more rapid production of books, and at least three had reached the point of producing movable types—the particular device which constitutes the inven-

tion of printing as a new art. These men were Laurenz Janszoon Coster, a block-book cutter and printer of Haarlem in Holland; Procope Valdfoghel, a goldsmith of Avignon in the south of France; and John Gensfleisch or Gutenberg, of Metz.

Of these three men, Coster's priority in the use of separate movable metal letters seems to be proved, tho little is known of

fascinating material for the proponents of the "Coster Legend" as it has been dubbed, and which has been the storm center of debate between various partisans of the claims of the Dutch and German invention. It is certain, however, that the process which Coster used, and the results which he obtained, did not prove the foundation of modern printing. Unless we can trace the influence of

PROLOG

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cu viro suo in turbulis luxuriosam illam omni
populus diebz septe. In omni autem spacio
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more eius annis multis. Dies aut victoriae
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capio. et pueris suis fornilimus plax. et me-
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gnum dme. arqz iactantia potens hie multo
repleti vni delictet. et octoginta diebz. Cui
qz impleret dies comun. mutauit omes
ipm qz inueno est hys a maximo usqz ad
minimuz iustre septe diebz. omni sp. paru
ip. v. h. b. u. o. n. i. e. m. o. n. i. s. q. d. r. e. g. i. o. c. u. l. t. i. a.
m. a. u. i. c. o. n. s. i. t. u. r. e. t. p. e. n. d. e. b. a. t. e. x. o. m. i. p. a. r. t. e.
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e. t. h. i. s. u. l. t. e. r. a. a. s. i. m. b. o. b. i. s. s. i. m. e. a. q. p. u. r. p. u.
r. e. i. s. q. e. b. u. r. n. e. i. s. e. r. a. l. i. s. i. n. f. e. r. a. e. r. e. t. o. t. u. s.
m. i. s. m. a. r. m. o. e. i. s. h. u. t. e. b. a. n. t. L. e. c. t. u. i. q. z. a. u. r. e. i.
e. t. a. r. g. e. n. t. i. s. u. p. p. a. u. m. e. n. i. s. i. m. a. g. d. o. t. p. a.
r. i. o. s. t. r. a. t. u. l. a. p. i. d. e. d. i. s. p. o. s. i. t. e. r. e. s. q. u. n. i. v. a.
r. e. t. a. t. e. p. i. c. t. u. r. a. d. e. c. o. r. a. b. a. r. S. i. b. e. d. a. t. a. u. t. q. u.
m. u. t. a. n. t. e. r. e. a. u. r. e. i. s. p. o. u. l. s. e. a. h. y. s. a. r. a. h. y. s.
v. a. l. i. s. e. i. b. i. n. t. r. e. b. a. t. V. n. i. q. u. i. m. a. g. n. i. f. i. c. e. r.
t. a. r. e. g. i. a. d. i. g. n. i. e. r. a. t. a. b. u. n. d. a. s. a. p. a. p. i. n. i. u.
n. e. b. a. r. m. e. e. r. a. t. q. n. o. t. e. r. e. s. c. o. g. e. r. e. t. a. d. b. i. b. l. i.
o. s. q. h. e. r. e. t. s. t. a. m. e. n. t. s. p. o. n. e. n. s. m. e. n. t. s. i. n. g. u.
l. o. s. d. e. p. r. o. p. i. t. o. s. h. u. i. s. u. t. s. u. m. e. r. e. t. v. n. i. u. s. q. u. s.
q. q. d. v. e. l. l. e. r. V. a. l. t. i. b. i. q. z. r. e. g. i. n. a. f. e. c. i. t. c. o. m. m. u. n. i.
f. e. m. i. n. a. z. i. n. p. a. l. a. c. i. o. v. b. i. r. e. x. a. s. t. e. n. u. s. m. a. n. e.
r. e. o. s. h. u. e. n. e. a. t. q. a. q. d. i. e. s. p. r. i. m. o. c. u. r. e. x. e. s. t.
b. i. l. a. r. o. b. i. p. o. s. t. m. i. n. i. p. o. n. o. u. i. t. m. e. t. a. l. l. i. s. m. e. z.
r. o. p. e. p. i. e. m. a. u. m. a. t. a. b. a. r. b. a. r. t. o. n. a. r. b. a.
g. a. b. a. r. a. b. g. a. b. a. r. a. n. a. u. b. a. c. h. a. r. e. b. a. s. f. e.
p. e. t. e. m. u. e. b. i. s. q. i. n. o. s. p. e. i. e. u. s. m. i. n. i. s. t. a. b. a. r.
u. t. i. n. t. r. o. d. u. c. t. e. r. e. t. v. a. l. t. i. b. i. r. e. g. i. n. a. c. o. r. a. r. e. g. e.
p. o. s. i. t. u. s. l. a. u. d. e. s. t. o. m. i. n. i. s. t. e. r. e. t. u. t. o. s. t. e. n.
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d. i. n. e. Erat eni pulcrus de. Querentibus ad regis imperij qd p sumctis madaue
rat vme dicitur. Unde trans rexit mmo



PAGE FROM AN EARLY BIBLE. THE BIBLE OF 48 LINES, FUST AND SCHOEFFER, 1462. ORIGINAL LEAF IN LIBRARY OF YALE UNIVERSITY

his life. His work with wood blocks evidently led to his experimenting with single letters, possibly to the cutting of letters on single wooden type bodies. But somewhere about 1440-1446 he seems to have actually used metal letters in some of his block-books, letters apparently engraved and not cast in a mold. There is a collection of early Dutch block-books which bibliophiles have grouped under the title of "Costeriana," which has offered

Coster and his contemporaries on Caxton, and unless we want to place credence in the tenuous evidence which seeks to prove that Fust was a runaway apprentice of Coster's, this early Dutch use of movable types was an abortive discovery, as barren of results as the cast metal letters made by the goldsmith Valdfoghel at Avignon about the same time. But the experiments and achievements of John Gutenberg at Metz laid the founda-

tion for the modern practice of the art.

Some fragments of the life of Gutenberg have been pieced together to make a passable narrative, but they are few and unsatisfactory. By comparison the life of Caxton, England's first printer, is amply known and recorded. But Gutenberg's work is an enduring record, and this work was the invention of movable metal types, cast in a mold, and developed for the printing of large and important books. Just how he got at the secret of the art is unknown; that he was familiar with German or Dutch block-books is certain, and there are records of materials bought by him with money borrowed from Fust; but no very clear details of this early experimental work are available, in spite of the meticulous efforts of Van der Linde and his school. We have no samples of his types left to us, but we do have visual evidence of very early metal types of a form practically identical with those in use today, and it seems probable that there has been no change in the shape of type since the earliest use in Metz: while for three centuries and a half there was no substantial change in the methods used in casting it, or the materials used in making type metal. Gutenberg's great contribution was the founding of type: at the same time he developed the screw printing press (a much simpler discovery) which was in use in scarcely changed form for an equal length of time, and the lineal descendant of which can be seen in many printing offices today. Paper, vellum, and printing ink were already at his command, and with these simple tools he set at work on his first testimony to the new art. The first gropings of the new press are a matter for conjecture. He may have been at work as early as 1436, but between 1450 and 1453 there issued from his printing office the great Latin Bible, a folio known to students of printing as the "Bible of 42 lines" from the circumstance of its having 42 lines of type to a column. It was printed with a large black-letter type, some copies on vellum and some on paper, in two volumes, with initial letters and headings illuminated by hand. It shows a complete mastery of the new and difficult art, bespeaking years of patient effort, and a final complete triumph. A beautiful copy on vellum is in the collection of J. Pierpont Morgan; another on paper, badly cut down, is in the library of the General Theological Seminary. The various extant copies differ in many particulars, changes having been made as the work went thru the press, which was so small that only one page could be printed at a time. The labor involved in its production must have been enormous, and the expense very heavy.

The years of preparation and of printing were attended by the usual difficulties which beset an inventor. Obscurity and debt dogged Gutenberg, and he only begins to stand out as an historical figure with the records of his financial troubles with John Fust, his backer. Fust loaned money to Gutenberg for

his experimental work, and by that means came to possess, by 1455, an interest in the printing office. Gutenberg seems to have been in partnership with Fust for a few years, and the firm issued various books printed by the new art, and among their issues is the first piece of printing bearing a trustworthy indication of its date of issue. This was an indulgence granted by Pope Nicholas V. for a crusade by the King of Cyprus. Many copies of this were required, to be sold to persons desiring absolution, whose names were to be written in to the printed form. One of these bears the date of 1454, indisputably establishing the fact of the invention at Metz prior to that date. After Gutenberg had been eliminated from the printing office which he founded, Fust took as a partner his son-in-law, Schoeffer, and by them and their descendants the office was conducted for many years. The first book with a printed date was issued by Gutenberg and Fust in 1457; this was the so-called "Psalterium of 1457." Gutenberg later established a press in or near Metz, and died in 1468.

The "Bible of 42 lines" was issued about 1453; thereafter, the art seems to have remained almost exclusively in Metz, practiced by Gutenberg, Fust, and Schoeffer, and possibly one or two other men. How long it would have taken it to penetrate thru Europe is hard to determine, had it been left to natural expansion. But nine years later there were but five presses known, one in Bamberg, two in Strassbourg, and two in Metz. In that year (1462) misfortune overtook the city of Metz, with important and far-reaching results to the new art as we shall see in the next paper in this series.

Chronology

- 1300-1350. Invention of paper-making from linen rags.
- 1423. First wood-cut (St. Christopher) with a date.
- 1440-1446. Laurenz Janszoon Coster of Haarlem prints from wood-blocks and movable (engraved?) metal types.
- 1444. Procope Valdfoghel of Avignon makes metal types.
- 1445-1450. John Gutenberg makes cast metal types at Metz.
- 1450. Gutenberg forms a partnership with his financial backer, John Fust, and between 1450-1453. Gutenberg and Fust issue the "Bible of 42 lines."
- 1454. Certain forms of Indulgences issued by Pope Nicholas V. were printed in two different printing offices in Metz, and copies bearing various dates in this year have been found. This is the oldest printing of which we have certain date.
- 1457. First printed book with a printed date was the Psalterium of Fust and Schoeffer.
- 1469. First book in Roman type—Donatus, "Commentarius Terentium," Venice, Wendelin of Spire.
- 1476. First printer's mark—that of Schoeffer.
- 1450-1500. Period of "Incunabulae" or "Early Printed Books."

A Survey of Bookselling Conditions

Shops Are Generally Showing Increased Sales

THE middle of May a questionnaire was sent out to nearly 200 booksellers in all parts of the country and to stores of a wide variety. The PUBLISHERS' WEEKLY asked the help of these dealers in making a survey of general conditions which might provide some guidance in the months just ahead. The two questions asked were:

1. "Has your book business increased or decreased in the first four months of 1921 as compared to 1920? Give percentage of change, if possible."

2. "What is your estimate of bookselling prospects for the summer and fall? What conditions will affect this?"

105 replies have been received, and booksellers have taken great pains to give exact figures and to make detailed reports on conditions. The percentage of answers was very large, indeed, for any questionnaire, seeming to show a general interest. It may be that those whose business had decreased were less likely to make a report.

It was felt that the question of gross sales called for a figure that every dealer could give concretely, altho in a few cases the dealers had to report that their sales for some other departments were mixed together and it could not be accurately estimated.

Generally Optimistic

The general tenor of these replies has shown a remarkably strong condition, a far better showing for the past months and as to prospects than would have been thought possible in any retail business this year. It will be seen by the accompanying charts that out of 105 replies from 79 cities 75 dealers, or over 70 per cent, had found an increase in these four months over 1920. 20 reported a decrease, and 10 said that business was on a par with last year. A common increase was 10 to 20 per cent, altho some went much higher and several pointed out that their increases were about on a par with the increase that the year had brought to the list prices of books. There are probably very few retail businesses that have shown a condition of gross sales increase in any wide survey, which would seem to support the idea that there has been a general increase in the interest in books and reading over a wide area, as the increases have not been especially characteristic of any particular section, but have come in almost all parts of the country. Some have emphasized that increases have been due to the publishing of good titles and better general and particular publicity on the part of the publishing world. Some have found that their increases were due to hard work in merchandising, many have reported that they have been able to reduce their stocks carried while increasing sales.

There was naturally in the answers considerable comment on the effect of book prices on business, and in quoting below from some

of these reports the direction of these comments can be seen. The figures show, however, that the retail book business has increased in face of the critical comments on prices. One dealer reports that people are turning to magazines, altho, be it noted, magazine prices have increased by as large a percent as book prices.

Highest Percentage in West

No general conclusion can be drawn from the reports on the class of books especially called for, as not many reported in detail. Several, however, pointed to an increase in technical books; a few commented on the fact that the old standards had decreased in demand except for gifts, but that prices had affected the sale of these more than the sale of current books; a good many took pains to emphasize that the sale of substantial books in non-fiction had plainly increased. One dealer who carries a great deal of business with public libraries said that many of these had apparently obtained increased appropriations, and the condition of unemployment also increased the demand of public libraries, while it decreased the demands of the bookstores.

In many parts of the country conditions of industry were affecting business and prevented any prophecy as to coming business, altho the general feeling was that we had seen the lowest ebb of unemployment and that the fall would be much better. In the South the state of the cotton market had decreased business in several places. In both the East and Central West the closing of large industries had dampened buying, altho in many of these cities the business had actually gone ahead in spite of that. One or two reported that the farmers were going to be poor buyers. Another straw to show how conditions may veer was pointed out by a dealer who said that tourist business had a large part in his totals, and that this was bound to increase this summer.

Tho no information was asked as to buying policies, many offered the information that they were buying very cautiously, even altho business was good. This would seem to coincide with the reports of the travelers on the road. The general attitude toward summer and fall business was extremely optimistic, tempered by inability to estimate what the business conditions in employment might be. This latter feature accounts for much of the hesitancy in placing fall orders, especially in the cities where there is a large labor population.

The highest percentage of increased business came from the Far West, where 14 out of 17 dealers reporting had found better business. As this market has to buy farther ahead than the others to obtain its supplies, the result of this activity ought to show itself early.

EASTERN GROUP

| NEW YORK - PENNSYLVANIA - NEW JERSEY - WASHINGTON, D. C. - MD. | | | | |
|--|----------|----------|--------|----------|
| | INCREASE | DECREASE | STATIC | PROSPECT |
| NEW YORK CITY | 6% | | | GOOD |
| NEW YORK CITY | 50% | | | GOOD |
| NEW YORK CITY | | 15% | | ? |
| NEW YORK CITY | 18% | | | ? |
| NEW YORK CITY | | ✓ | | ? |
| BROOKLYN | 13% | | | GOOD |
| TROY | ✓ | | | GOOD |
| ALBANY | 5% | | | NORMAL |
| PINGHAMPTON | 31% | | | GOOD |
| MIDDLETOWN | ✓ | | | GOOD |
| SARANAC LAKE | | ✓ | | GOOD |
| UTICA | | ✓ | | ? |
| TRENTON | 10% | | | GOOD |
| ALTOONA | 10% | | | GOOD |
| PHILADELPHIA | | ✓ | | ? |
| PHILADELPHIA | ✓ | | | ? |
| PHILADELPHIA | 38% | | | ? |
| PHILADELPHIA | | | | NORMAL |
| HARRISBURG | 21% | | | GOOD |
| HARRISBURG | 10% | | | GOOD |
| PITTSBURG | 20% | | | GOOD |
| YORK | 10% | | | GOOD |
| WASHINGTON | | ✓ | | ? |
| BALTIMORE | 20% | | | ? |
| BALTIMORE | | | | DULL |

Many dealers apparently think that within the next two months they will be more sure than to-day about price levels, and, as stocks are low, as has been generally reported, there is likely to be a heavy buying season from the first of July on.

Really important publications have kept people coming to the store. We feel optimistic about the fall.

Public expects lower prices and business is off 10%.

Prospects for summer and fall thoroly good. In absence of new titles lately the public have been clearing us out of the old.

Reports by Districts

New England

Better than 1920, and that was the best year since we went in business.

Business has increased tho many old customers have stopped.

Business is 3% ahead but collections are tight.

Mills closed, but business ahead.

New York City and State

50% increase. Prospects good, a return to normalcy, that's all.

Operating costs have increased and give much concern. Sales have decreased slightly.

Good increase January to March, but decrease in April. Many prefer to borrow books until prices are lower.

EASTERN GROUP - NEW ENGLAND

| MASSACHUSETTS - NEW HAMPSHIRE - MAINE - CONNECTICUT | | | | |
|---|----------|----------|--------|----------|
| | INCREASE | DECREASE | STATIC | PROSPECT |
| BOSTON | 9% | | | GOOD |
| BOSTON | 12% | | | GOOD |
| BROOKTON | | 12% | | GOOD |
| PLYMOUTH | | 10% | | NORMAL |
| SPRINGFIELD | 30% | | | GOOD |
| SPRINGFIELD | ✓ | | | GOOD |
| SPRINGFIELD | 5 1/2% | | | FAIR |
| WORCESTER | 34% | | | GOOD |
| NORTHAMPTON | ✓ | | | ? |
| NORTHAMPTON | ✓ | | | ? |
| KEENE | 9 1/2% | | | GOOD |
| PORTSMOUTH | ✓ | | | GOOD |
| BANGOR | | | ✓ | NORMAL |
| LEWISTON | ✓ | | | ? |
| NEW HAVEN | ✓ | | | GOOD |
| MIDDLETOWN | | 10% | | ? |

Good increase. The many good titles coming will make summer and fall good.

Stationery shows increases and book decreases. Publishers should give us fewer and better books.

31% increase and we are looking forward with confidence.

Business good. New fiction and non-fiction increase; juveniles and reprints decrease.

Fall looks favorable. Big titles coming will help. Booksellers must watch expenditures and do some advertising.

Our business 25% ahead in four months. Prospects good if publishers will reduce prices. Since January public has been more insistent on lower prices. Our increased sales were due to increased efforts.

We report 31% increase and are finding bet-

MIDDLE WESTERN GROUP

| OHIO - ILL. - IND. - IOWA - KANSAS - MICH. - MINN. - MO. - NEBR. - WISC. | | | | |
|--|----------|----------|--------|----------|
| | INCREASE | DECREASE | STATIC | PROSPECT |
| CANTON | | 9 1/2% | | NORMAL |
| CLEVELAND | 24% | | | GOOD |
| CINCINNATI | 20% | | | ? |
| FINDLAY | 10% | | | GOOD |
| CHAMPAIGN | | 10% | | ? |
| CHICAGO | 20% | | | GOOD |
| CHICAGO | 25% | | | GOOD |
| CHICAGO | 31% | | | GOOD |
| CHICAGO | 25% | | | GOOD |
| SPRINGFIELD | 26% | | | GOOD |
| EVANSVILLE | | | ✓ | FAIR |
| INDIANAPOLIS | 16% | | | GOOD |
| MUNCIE | | ✓ | | ? |
| CEDAR RAPIDS | | | ✓ | ? |
| MARSHALLTOWN | | | ✓ | ? |
| GIRARD | 500% | | | GOOD |
| TOPEKA | 10% | | | GOOD |
| WICHITA | | | ✓ | DECLINE |
| DETROIT | ✓ | | | ? |
| DETROIT | | ✓ | | ? |
| TRAVERSE CITY | ✓ | | | ? |
| MINNEAPOLIS | 10% | | | POOR |
| MINNEAPOLIS | ✓ | | | GOOD |
| ST. PAUL | | ✓ | | GOOD |
| COLUMBIA, MO. | | ✓ | | LESS |
| LINCOLN | 27% | | | GOOD |
| MADISON | ✓ | | | GOOD |

Central Atlantic

10% increase. Prospects good tho the conditions of general employment will affect this.

10% increase in four months, but May starts off with 25%.

Fiction sales off now, but better prospects. Want fewer titles for fall and concentrated publicity.

Business increased. Prospects depend on price levels. We need books \$1.25 to \$2.50 instead of \$2.00 to \$5.00.

Fall business will be affected by employment conditions. Do not dare to prophesy.

Increases now 10%. Are optimistic for fall. Present increases 15%. It is the better class of books that are selling.

Good time for the bookseller to go slow and buy only staples for present needs. Prices are to drop.

Business up 20 to 25%. Will be dull later, if publishers do not reduce prices.

Middle Western

Good increase to now. Expect quiet summer but good fall if business improves.

Increase of 20%. Good prospects, providing prices don't increase.

ter demand all the time for the more substantial books.

Business up 25%, but will cut all orders as prices must come down.

Increase of 16%. Prospects excellent. We credit the publisher with broader and better publicity.

People turning from books to magazines. We are putting in paper covered books.

Industrial conditions poor. Business holds its own.

Increase on better lines, decrease on cheaper. Expect this to hold for fall.

Business up 10%. Drop in sale of standards except for gifts. More complaint on these prices than on new books.

Good prospects ahead. A strong fiction year, judging by the titles coming.

Heavy increases January to April, but not placing fall orders.

Our book sales are to farmers and their business is poor.

50% increase. More business if prices are lowered.

WESTERN GROUP

| | ARIZ. - UTAH - CALIF. - COLO. - MONT. - OKLA. - S. D. - WASH. | | | |
|------------------|---|----------|--------|----------|
| | INCREASE | DECREASE | STATIC | PROSPECT |
| PRESOTT | 10% | | | ? |
| SALT LAKE | 11% | | | GOOD |
| SAN FRANCISCO | 30% | | | GOOD |
| SAN FRANCISCO | 12% | | | GOOD |
| SAN FRANCISCO | ✓ | | | GOOD |
| SAN FRANCISCO | 15% | | | GOOD |
| SAN FRANCISCO | 66% | | | GOOD |
| LOS ANGELES | ✓ | | | GOOD |
| SACRAMENTO | 10% | | | GOOD |
| COLORADO SPRINGS | | | ✓ | ? |
| GREAT FALLS * | 11 1/2% | | | DROP OFF |
| DURANT | | 20% | | ? |
| SIOUX FALLS | | ✓ | | ? |
| BELLINGHAM | ✓ | | | GOOD |
| OLYMPIA | ✓ | | | GOOD |
| SEATTLE | ✓ | | | GOOD |
| SEATTLE | ✓ | | | GOOD |

South

Slight increases. Summer dull with us but fall prospects good.

Fewer and better books is increasing our sales.

Decreases due to high prices. Help to cotton growers would help us.

Increase of 5%. Shall give more space to books.

Material increase. Prospects good if prices are not raised. A decrease would be a further stimulant.

Increase of 10%. Prospects good.

Book business growing. We may be affected by cotton situation.

Decrease in fiction. Need \$1.50 fiction and 75c. reprints.

Last year was a banner year, but we are bettering it.

The more serious books are giving us our increase.

Western

Sixty-six per cent increase in four months and expect good year.

Hard pushing has kept our business ahead tho we lose sales daily on account of prices.

Good increase so far but expect more as conditions settle.

Good prospects. Outside of a few books much over-priced the public is not complaining of present levels.

Local industry shut down. Cannot prophesy.

Prospects good as we have a large tourist business.

SOUTHERN GROUP

| | VA. - W.VA. - N. C. - S. C. - GA. - ALA. - LA. - TEX. - TENN. - FLA. | | | |
|-------------|--|----------|--------|----------|
| | INCREASE | DECREASE | STATIC | PROSPECT |
| LYNCHBURG | | | | |
| NORFOLK | | | ✓ | GOOD |
| CHARLESTON | 5% | | | GOOD |
| WHEELING | ✓ | | | GOOD |
| ASHEVILLE | ✓ | | | GOOD |
| GREENSBORO | 10% | | | GOOD |
| RALEIGH | | | ✓ | ? |
| COLUMBIA | 11% | | | NORMAL |
| ATLANTA | | 25% | | ? |
| ATLANTA | | | ✓ | GOOD |
| ATLANTA | | | ✓ | GOOD |
| SELMA | 10% | | | GOOD |
| NEW ORLEANS | 10% | | | GOOD |
| WACO | ✓ | | | ? |
| NASHVILLE | | | ✓ | NORMAL |
| NASHVILLE | 10% | | | ? |
| CHATTANOOGA | | | ✓ | POOR |
| TAMPA | 15% | | | ORDINARY |

Canadian Senate Debates Copyright

Effect of New Act on Relations with U. S. Discussed

[In the June 4 issue of the PUBLISHERS' WEEKLY the debate on the Copyright Bill in the House of Commons was given.]

THE new Canadian Copyright Bill was debated in the Senate at Ottawa on May 27, 30 and 31, being given its third reading on the last mentioned day. The debate centered largely on the rights of authors under the licensing clauses, several Senators taking the ground that the granting of licenses to print was an infringement of these rights and should not be tolerated.

Moving the second reading of the bill on May 27, Sir James Lougheed, government leader, referred to the long delay in enacting suitable legislation in Canada, declared that the measure reconciled, as nearly as possible, the differences between authors and printers and expressed the hope that as the bill had been considered in detail by the Commons, it would be passed promptly by the Senate.

Relation to Berne Convention

Hon. Hewitt Bostock, liberal leader in the Senate, gave it as his opinion that the bill would have the effect of depriving Canada of any benefit at present derived from the Berne Convention. He quoted from the official organ of the International Bureau of Berne to show that the licensing clauses were incompatible with the requirements of the Convention and said that this aspect of the case merited very serious consideration. Referring to the clause providing that the act should come into force by proclamation, he said:

"If it is held back for the purpose of enabling the Government to try to bring about an arrangement between the United States and Canada as to copyright, I submit that that might have been done before, because the last copyright bill was brought down in 1919, and the Government has had two years in which to find out where the United States stood in regard to the matter and what steps would have to be taken to give Canadian authors the protection which they require in that country."

Senator Willoughby referred to the assertion of the Minister of Justice that the licensing sections were not contrary to the Berne Convention and said the official organ of the Berne Convention spoke only as a newspaper and not authoritatively. If Canada could not come within the terms of the Convention, the bill might as well die. He did not believe the act would deprive the Canadian author of the right to full access to the American market. If he were convinced to the contrary, he would oppose the bill to the utmost.

American Market

"Under this bill," said he, "we are going to place in the hands of the Government the right to treat with the United States for a copyright, which calls for a proclamation, and be-

fore that proclamation is issued, we shall have an officer, the Minister of Justice or other designated person, who can get in touch with the proper authorities at Washington. If we do that and if they assent to the terms of this bill in reference to publication, and are prepared to have it proclaimed by the President of the United States, as is the method there, then I apprehend no difficulty at all in our Canadian authors having full access to the American market."

Real Principle of Copyright

Speaking on May 30, Senator Chapais, himself an author, spoke strongly on the real principle of copyright, which he declared was being violated by the licensing provisions of the bill. He quoted from the statements of the Incorporated Society of Authors, Playwrights and Composers of England and the Canadian Authors' Association and concluded that the bill in its present form contained proposals which would result in grave injustice to the Canadian author, which were not in accordance with international comity and which did not conform to the recognized interpretation of copyright.

The bill being then considered in committee, a lengthy debate ensued over the point as to whether the licensing clauses constituted a violation of the Berne Convention. Sir James Lougheed argued that the bill was entirely within the Convention. Senator Belcourt declared that it was not and the best proof that it was not was that the Imperial Parliament had refused to adopt provisions of the kind. Sir James then admitted that the Canadian Act went a good deal further than the British Act. Senator Dandurand intervened to point out that the Minister of Justice had never claimed absolutely that the disputed clauses came within the items of the Berne Convention and that the Minister had said that he would delete the clauses if, after conference, it was found that they were incompatible. Sir James denied that the Minister had ever said that he would withdraw the clauses. It would be impossible to put thru a Copyright Bill in the Parliament of Canada without the three clauses.

Author's Right of Property

Senator Willoughby asked what advantage Canada would derive from adherence to the Berne Convention. It was all right for Great Britain, whose authors' works were reproduced in all the leading countries of Europe. The United States was so big that its authors had an assured market at home, but Canada had a limited population and a limited number of producers. He did not feel competent to express an opinion whether the bill came within the Convention or not, but he wanted to protect the authors of Canada by having it pro-

vided that the measure should not come into effect until it had the approval of the Convention. While this was being arranged, application could be made to the United States for reciprocity.

Senator L. O. David, an author, said that he did not desire to discuss whether the clauses in question constituted a violation of the Convention. He did contend, however, that they were a violation of the author's right of property. He had a great deal to say about the poverty and difficulties of authors.

Senator Beaubien said that the bill would undoubtedly put Canada beyond the pale of the law—the pale of the Union. "Are we willing to be in that position? Is Canada going to be a piffing country, able to steal from any author in the whole world who may have a work of value? I do not think so. I do not think that is the concensus of opinion of this House. I hope it is not. . . . For my part, I would be very sorry to see Canada one of the only two countries in the world where that property is not considered absolutely sacred."

Senator Dandurand wanted to know the public that was to be considered at the hands of the authors. Were they the readers at large or were they simply the printers and publishers. He did not see how the public at large needed protection, for the author might be expected to secure publication in any case. He explained the usual procedure and said that, if the law violated the right of the Canadian author to make the best possible bargain with the American publisher, it was vicious.

"There is no use blinking the fact," said he, "that these clauses are incorporated in this Act to allow the Canadian printer or publisher a right to publish a book of a Canadian author which has achieved some success on the other side. By what right should this Parliament hamper and restrict the liberty of the author in favor of the publisher and printer?"

Sir James Loughheed thought Senator Dandurand was overlooking the fact that authors were asking for protection and giving nothing in return. Why should authors play dog in the manger? So far as the public was concerned, not only printers, publishers and workmen were interested but the reading public as well, who would want to see the work printed and circulated in Canada. It would be impossible to pass a copyright bill in any other form and if authors did not take this, they would get none.

Senator Belcourt declared that all the talk about the public was rot. It was not the public that was in view at all; it was the manufacturer, who in nine cases out of ten, stole the songs and the works of Canadians. He stood for the author before the printer.

Senator Beaubien thought the basis of Sir James Loughheed's argument that authors would purposely deprive their own country of the benefit of their works was unsound. They went to the United States because they had to have a larger market in order to live. They would gladly publish in both markets if they could do so.

Senator Beique, while considering it the right of Parliament to dictate terms and conditions thought these conditions should be fair. Canadian authors might be very seriously affected if they could not deal with a publisher in the United States without that publisher being exposed next day to the competition of a Canadian publisher selling an inferior edition.

An Amendment

On May 31, Senator Chapais introduced an amendment to Section 50—commencement of the Act—"But such proclamation shall not be made unless or until the Minister shall have certified by notice published in the *Canada Gazette* that no existing legal right of citizens of Canada to copyright protection in any country other than Canada will, in consequence of the passing of this act, be terminated or impaired."

"It is vitally important," said Senator Chapais, "that the Bill should not be proclaimed until negotiations have been completed with Great Britain, the other British Dominions and the United States, securing to our authors copyright protection in these countries similar to that which they now enjoy."

Hon. Mr. Willoughby thought it might unduly delay the coming into force of the act, if negotiations had to be concluded with all countries and suggested limiting them specifically to Great Britain and the United States. Senator Chapais agreed to the change.

Sir James Loughheed thought the amendment was mischievous. The Government would be tied down by an obligation to negotiate before the act came into force. Was that wise? Those countries would impose on Canada whatever conditions they chose and would be in a position to withhold consent unless concessions were made. Further, such action implied lack of confidence in the Government. No repeal of existing acts would take place until the proclamation was made.

Amendment Debated

Senator Bostock said that the amendment simply put into words what the Minister of Justice had said he intended to do.

"Precisely," said Sir James.

"For that reason," said Senator Bostock, "I cannot see that it is going to do any harm at all and I certainly think the amendment is a good one."

"My honorable friend does not appreciate the point," said Sir James. "The amendment puts an obligation on the Minister of Justice and it is an invitation to other nations to impose any conditions they wish. They say, 'You cannot issue the proclamation until you make an arrangement with us.'"

"I am disposed to trust the Government," said Senator Dandurand. "I am disposed to trust the Government not to issue the proclamation which would bring this act into effect until all the conditions that would accrue to Canada under the Berne Convention have been obtained."

Senator Chapais withdrew the amendment.

Critical Sections in Canadian Copyright Bill

Section 4. Works in Which Copyright May Subsist

(1) Subject to the provisions of this Act, *copyright shall subsist in Canada for the term hereinafter mentioned, in every original literary, dramatic, musical and artistic work, if the author was at the date of the making of the work a British subject, a citizen or subject of a foreign country which has adhered to the Convention and the Additional Protocol thereto set out in the Second Schedule to this Act or resident within His Majesty's Dominions; and if in the case of a published work, the work was first published within His Majesty's Dominions or in such foreign country; but in no other works, except so far as the protection conferred by this Act is extended as hereinafter provided to foreign countries to which this Act does not extend.*

(2) If the Minister certifies by notice, published in the *Canada Gazette*, that any country which has not adhered to the Convention and the Additional Protocol thereto, set out in the Second Schedule to this Act, grants or has undertaken to grant, either by treaty, convention, agreement or law, to citizens of Canada the benefit of copyright on substantially the same basis as to its own citizens or copyright protection substantially equal to that conferred by this Act, such country shall, for the purpose of the rights conferred by this Act, be treated as if it were a country to which this Act extends; and it shall be lawful for the Minister to give such a certificate as aforesaid, notwithstanding that the remedies for enforcing the rights, or the restrictions on the importation of copies of works, under the law of such country, differ from those in this Act.

(3) Copyright shall subsist for the term hereinafter mentioned in records, perforated rolls, and other contrivances by means of which sounds may be mechanically reproduced, in like manner as if such contrivances were musical, literary or dramatic works.

Section 13. Licenses

(1) Any person may apply to the Minister for a license to print and publish in Canada any book wherein copyright subsists, if at any time after publication and within the duration of the copyright the owner of the copyright fails:

(a) to print the said book or cause the same to be printed in Canada;

(b) to supply by means of copies so printed the reasonable demands of the Canadian market for such book.

(2) Such application may be in such form as may be prescribed by the regulations and shall state the proposed retail price of the edition of such book proposed to be printed.

(3) Every applicant for a license under this section shall with his application deposit with

the Minister an amount not less than ten per cent of the retail selling price of one thousand copies of such book and not less than one hundred dollars and such amount shall, if such application is unsuccessful, be returned to such applicant less such deductions for fees as may be authorized by the regulations.

(4) Notice of such application shall forthwith be communicated by the Minister to the owner of the copyright in such manner as may be prescribed by the regulations.

(5) If the owner of the copyright shall not within a delay to be fixed by the regulations after communication of such notice give an undertaking, with such security as may be prescribed by the regulations, to procure within two months after the date of such communication the printing in Canada of an edition of not less than one thousand copies of such book, the Minister in his discretion may grant to the applicant a license to print and publish such book upon terms to be determined by the Minister after hearing the parties or affording them such opportunity to be heard as may be fixed by the regulations.

(6) Where two or more persons have applied for a license under this section, the Minister shall award the license to the applicant proposing the terms in the opinion of the Minister most advantageous to the author, and if there are two proposing the same terms, the applicant whose application was first received.

(7) Such license when issued shall entitle the licensee to the sole right to print and publish such book in Canada during such term, not exceeding five years or for such edition or editions as may be fixed by the license.

(8) Such licensee shall pay a royalty on the retail selling price of every copy of such book printed under such license, at a rate to be determined by the Minister.

(9) The acceptance of a license for a book shall imply an undertaking by the licensee—

(a) to print and publish in Canada an edition of the book of not less than one thousand copies, at the price specified in the license, and within two months from the issue of the license; and

(b) to print the same from the last authorized edition of the book, in full, and such as shall be approved by the Minister, without abbreviation or alteration of the letterpress, and without varying, adding to, or diminishing the main design of such of the prints, engravings, maps, charts, musical compositions, or photographs contained in the book as the licensee reproduces.

(10) Every book published under a license under this section shall have printed or otherwise impressed upon it the words "Printed under Canadian license" and the calendar year

of such license and the retail selling price of such book.

(11) If the Minister on complaint is satisfied that the licensee does not print and keep on sale in Canada a number of copies of the book sufficient to supply the reasonable demands, he shall, after giving the licensee an opportunity of being heard to show cause against the cancellation, cancel the license.

(12) If a book for which a license has been issued is suppressed by the owner of the copyright, the licensee shall not print the book or any further copies thereof, but may sell any copies already printed, and may complete and sell any copies in process of being printed under his license, but the owner of the copyright shall be entitled to buy all such copies at the cost of printing them. Provided that nothing in this section shall authorize the granting without the consent of the author, of a license to publish a second or succeeding edition of any work whereof such author has published one or more editions in Canada.

Section 14. Serial License.

(1) If the publication of a book is lawfully begun as a serial elsewhere than in His Majesty's Dominions or a foreign country to which subsection one of section four of this Act applies, and the owner of the copyright has refused to grant a license to any person in Canada, being a publisher of a periodical, to publish such book in serial form, a license may in the discretion of the Minister be granted to any person in Canada, being the publisher of a periodical, to publish such book once in serial form in the said periodical, provided that a license shall not be granted to more than one such publisher in the same city, town or place.

(2) Such license may be issued by the Minister on application by the publisher in such form as may be prescribed by the regulations.

(3) The term "serial" under this section shall mean and refer to any book which is first published in separate articles or as a tale or short story complete in one issue in a newspaper or periodical.

(4) The term "Owner of a copyright" under this section may mean the owner of the right to publish in serial form as distinct and separate from other rights of publication.

(5) The application for a license under this section may be in the form of a draft contract between the licensee and the owner of the copyright.

(6) Such license may be upon the terms proposed in such draft contract, or upon terms prescribed by the regulations, provided that before such terms are settled the owner of the copyright shall be entitled to being fully heard in support of any contentions or representations he may deem it in his interests to make.

(7) The applicant for a license under this section shall with his application deposit such amount of money as may be required by the regulations, and such money shall on the is-

sue of the license be paid forthwith to the owner of the copyright.

(8) Nothing in this Act shall prohibit the importation and circulation of newspapers, magazines and periodicals which together with foreign original matter contain serials licensed to be printed and published in Canada.

Section 15. Licenses as Contracts

(1) Every license issued under sections twelve, thirteen or fourteen shall be deemed to constitute a contract, on the terms embodied in such license or in this Act, between the owner of the copyright and the licensee, and the licensee shall be entitled to the like remedies as in the case of a contract, the licensee shall have the same power and right to take any action or any legal proceedings to prevent or restrain any infringement of copyright which affects the rights of such licensee or to recover compensation or damages for any such infringement that the owner of the copyright would have for an infringement of his copyright.

(2) The owner of the copyright shall, in addition to any other remedy in respect to such license as a contract, be entitled, in case of default by the licensee in observing the terms of such license on petition to the Exchequer Court of Canada, to have such license cancelled.

(3) Particulars of such cancellation may be entered on the Register of Copyrights.

(4) All moneys paid or payable by a licensee or applicant for a license under sections twelve, thirteen or fourteen shall be paid to the Minister.

(5) All moneys deposited by a successful applicant for a license and all moneys due from time to time by way of royalty or otherwise from licensees shall likewise be paid to the Minister and by him paid out to the persons entitled thereto.

(6) The Minister may by regulations require every copy of a book upon which the royalty has been duly paid to be suitably stamped or marked.

The "Bodley Head" Reorganizes

JOHN LANE, who recently arrived in the United States for a business visit completed before he left England the reorganization of his Company, converting it into a limited liability company with the title of "John Lane The Bodley Head, Limited," capital £75,000. Associated with him are B. W. Willett, Ronald Boswell, J. H. Crocket, and Hubert Carr-Gomm. The Company has had a long and very personal development from the publishing days of the nineties when it stood out strongly for the recognition of new and even daring talent and made literary history by the publishing of "The Yellow Book." The John Lane Company in New York, as is well known, is an independent corporation.

Adventures of a Bookseller

By Ketch

MR. Tinker threw in the clutch and the car glided forward, running with a smooth purr that ought to have brought joy to his heart. But this was evidently not the case, for every time he hit a bump he slowed down and turned his head in the manner of a dog that hears a strange noise. His face had a worried look, and not until he had reached the city and parked did the look pass, to be succeeded by one of relief as he sat back and shut off the engine. Glancing up, he saw that he was directly in front of the Bookstore and with sudden determination he climbed out and entered.

"Good morning sir," said Mr. Ondeck, advancing to meet him. "What can we do for you?"

"I don't know that there is anything that you can do for me," replied Mr. Tinker. "But it won't hurt to try, eh?"

"Not a bit. What's the tale?"

"Well, sir, I'm in a pickle. I'm a first class mechanic, see? And I took my car to pieces a day or so ago and cleaned it, and tightened



GAZING AT HIM IN FRIENDLY IDIOCY

up all the loose parts and made several necessary adjustments. Then I put it back together, and it just runs fine, see? Apparently everything is in fine shape . . . but I know better! One of these days the whole thing will let down and then where'll I be? Get me?"

"You say it runs all right?"

"Fine!"

"Then—then. . ."

"It never ran better in its life—but, you see I have one nut left over!"

"Oh."

"See? I'm sitting on eggs, and what I want to know is, have you any book that might help me."

"Yes, indeed. Right this way."

And he took him back to the mechanical section, where he finally sold him a Dyke—Auto Encyclopedia.

Later on in the same day, Miss Vampet rose to meet a customer who came in the door, but

after a good look at him she hesitated, and looked around to see if there might not be some one else who could take care of him. For he was a wild looking specimen, unkempt, unshaved and with eyes that glowed rather menacingly. She hesitated, but found that no other clerk was available, so she reluctantly went forward and asked the fellow what he would like.

"I don't know as I want anything," said he roughly. "Here! What have you here?"

"This is a sale table, and there are some very good novels at half—"

"Novels!" he cried. "Lady, I don't read such things. I'm a Christian!"

"Oh."

Miss Vampet edged away.

"What's this?" said he, picking up a volume off another table.

"Oh that's a splendid story! You'll—"

"Any love in it?"

"Yes. Oh yes, there's a delightful little thread of romance—"

He tossed the book back on the table.

"Then I don't want it!"

Miss Vampet glanced over her shoulder and seeing that Mr. Ondeck was now at leisure, excused herself to her customer, hurried back to him, where she implored him to go and finish with "that crazy fellow." So Mr. Ondeck went up to him, and in an off hand way, said,

"Well, and how are you getting along?"

"I'm not getting along," said the other, eyeing Ondeck none too sweetly.

"Was there some particular book you want?"

"There are some particular books I *don't* want!"

"Ah! Of course."

"Novels! . . . Love stories!" He laughed bitterly. "Don't try to sell me that sort of thing. Understand!"

"Certainly not! Such trash!"

Mr. Wildome looked at him uncertainly.

"You don't like them either?" he enquired.

"Never read them," fibbed Ondeck. "Never. Waste of time. Here, let me show you something."

He led his customer over to another table and getting out a large volume, tapped it impressively with his forefinger.

"This," said he, "Is the book you are looking for. Plato. Plato didn't believe in love, you know. Advocate of the sexless life, and all that sort of thing."

Mr. Wildome was now gazing up at him with friendly idiocy, and Mr. Ondeck found it hard to keep his countenance. But he maintained a strict dignity, which, he knew, was necessary for the occasion. Mr. Wildome for his part, hardly looked into the volume, before he said he would take it. He drew from his pocket a large wad of bills and peeled off a ten, at which Mr. Ondeck renewed his attack on the fair sex, and soon placed before his cus-

tomers the "Journal of a Distracted Old Maid" which he described as the only piece of common sense emanating from the feminine pen. Mr. Wildome took it. The next thing under consideration was a set of Henry Fielding, which was advanced as an excellent example of undiluted truth, and the sale was clinched when Ondeck went so far as to read several snappy pages.

At last Mr. Wildome departed with his purchases, and Ondeck came over to where Miss Vampet was sitting, to write up the sale.

"Did he actually buy something!" she exclaimed.

"Certainly. Sixteen dollars and fifty cents."

"Good Heavens! Why the man was crazy, Mr. Ondeck!"

"Oh no."

"He was! The wildest look in his eyes! Oh yes, he certainly was crazy."

"Not at all. There was just a nut loose somewhere. And the only question was to find *where* it was loose."

"And I suppose you think you found it out?" she said sweetly, too sweetly in fact.

"Yes. It was dead easy."

"And might I be so bold as to ask what was the matter with him?"

"At some time in his gay young life, Miss Vampet," said Ondeck, "He has been most terribly stung by the *gentler* sex."

H. W. Wilson Co. Prizes

The H. W. Wilson Co. prizes for the best arguments, descriptions, or stories for the use and value of the "United States Catalog" and "Cumulative Book Index" in building business for the bookseller, have been awarded. The winners were:

First prize, \$50—J. H. Roesgen, 945 Belmont Avenue, Philadelphia, Pa., "Bookselling and the United States Catalog."

Second prize, \$40—Miss Mary E. Clark, 117 Henry Street, Binghamton, N. Y., "Are You Behind the Times?"

Third prize, \$30—Mrs. Helga Borgen, 425 S. Carlisle Street, Philadelphia, Pa., "The United States Catalog."

Fourth prize, \$20—F. D. Hartman, 190 Peel Street, Montreal, Quebec, Canada, "A Tale with a Moral."

Fifth prize, \$10—M. B. Ketcham, 5616 University Avenue, Indianapolis, Ind., "How the United States Catalog Developed a Reading Community."

The judges were: E. O. Chapman, editor of the *Bookseller and Stationer*, H. W. Wilson, of the H. W. Wilson Co., and Frederic G. Melcher, managing editor of the PUBLISHERS' WEEKLY.

Mr. Roesgen's article, which won first prize, will be published in the June 18 issue of the PUBLISHERS' WEEKLY.

Painful

"Why do the presses groan so?"

"They are turning out the Congressional Record."

—*Life*.

Bookstore Heads Oregon's Reception to Edwin Markham

THE recent visit to Portland of Edwin Markham, Oregon's greatest literary figure was, under the auspices of the J. K. Gill Company, the Portland booksellers, and proved to be an occasion like the triumphal procession of the olden days when the victor returning to his native heath was laurel crowned and acclaimed by enthusiastic multitudes.

After an absence of 64 years the author of "The Man With the Hoe" and the dean of American poets returned to the land of his birth "having waited" he said "until I stood at the summit of my energy."

Mr. Markham was in Portland three days, Friday, Saturday, Sunday, May 13th, 14th and 15th, and altho his time was crowded to the limit with engagements, he found or made opportunities to talk to and encourage some of the younger writers who are just breaking into the magazine and book publishing world. Among these was Miss Hazel Hall. Several of Miss Hall's poems have recently appeared in the *Yale Review* and a Portland magazine, and her new book of verse "Curtains" will be one of the early fall publications of the John Lane Co.

On Friday afternoon, May 13th, Mr. Markham was guest at a reception held in his honor by Oregon Writers in the Book Department of the J. K. Gill Company. At this reception a newly created rose was christened the Edwin Markham, the dedication speech being made by the District Governor of Rotary Clubs, who was introduced by the President of the Pacific Coast Rose Growers' Association.

Shortly after the rose ceremony, the writers and patrons of literature were called to order and Anne Shannon Monroe, author of "The Happy Valley" proposed Edwin Markham for Poet-laureate of Oregon which was quickly seconded by John B. Horner, author of "Oregon, Her History, Her Literature, and Her Great Men." The motion carried unanimously.

John T. Hotchkiss, of J. K. Gill Co. acting as chairman, suggested that the formal coronation of the Poet-laureate take place Saturday evening after the Markham lecture, which was an invitation affair, 2000 cards having been sent out by the Gill Company, who are featuring Oregon Authors and their works.

George L. Baker, Mayor of the City of Portland, acted as Master of Ceremonies and the large audience stood as a wreath of Oregon Grapes (*Berberis Aquifolium Pursh*), the Oregon state flower, was formally presented.

Markham's visit to Portland greatly stimulated interest in poetry and appreciation of Oregon writers and needless to say was the occasion of a very large sale of his own books of verse.

Books in Demand at the Library

THE June number of the *Bookman* shows that the following were the most popular books at the public library during the month of April:

FICTION

- Main Street, by Sinclair Lewis. *Harcourt.*
 The Age of Innocence, by Edith Wharton. *Appleton.*
 The Mysterious Rider, by Zane Grey. *Harper.*
 The Sisters-in-Law, by Gertrude Atherton. *Stokes.*
 Potterism, by Rose Macaulay. *Boni.*
 Moon Calf, by Floyd Dell. *Knopf.*

GENERAL

- The Outline of History, by H. G. Wells. *Macmillan.*
 Margot Asquith: An Autobiography, by Margot Asquith. *Doran.*
 The Americanization of Edward Bok, by Edward Bok. *Scribner.*
 The Peace Negotiations, by Robert Lansing. *Houghton.*
 White Shadows in the South Seas, by Frederick O'Brien. *Century.*
 Crowding Memories, by Mrs. Thomas Bailey Aldrich. *Houghton.*

The Atlantic's Bookshelf

THE notable new books which have been placed on the *Atlantic's Bookshelf* according to the June number of the *Atlantic Monthly*, are:

- The Man Who Did the Right Thing, by Sir Harry Johnston. *Macmillan.*
 Zell, by Henry G. Aikman. *Knopf.*
 The Life of Whitelaw Reid, by Royal Cortissoz. *Scribner.*
 The Autobiography of Martin Van Buren, edited by John C. Fitzpatrick. *Government Printing Office.*
 Sociological Determination of Objectives in Education, by David Snedden. *Lippincott.*
 A New England Group and Others, by Paul Elmer More. *Houghton.*

44-hour Week Controversy

AFTER two months of strike and confusion the reports seem to indicate that the 44-hour week is to fail of establishment in a large percentage of the printing centers of the country. New York and Chicago in their closed shop sections have gone on this basis, but in other cities the reports seem to indicate that there are being no concessions made. The conditions in Boston seem to be improving all the time, and it is two months since the strike broke out. In Philadelphia the Curtis Publishing Company is rapidly getting men, and the reports are that the unions are short of funds with which to pay benefits. The Typothetae adopted a resolution with sixty signatures to have no dealings with the unions for a year. Altho the unions in the printing trade are as strong and well man-

aged as any in the country, it seems to be apparent that the business conditions are such that the 44-hour week could not go into effect without much restriction of output, and the country is in no mood to back up such a move.

"Go West with Zane Grey"



"Go west with Zane Grey," advises Raymond Hitchcock in an article for Zane Grey Week appearing in the Sunday Book page of the *New York Tribune*. The famous comedian suggests as a recipe for an ideal vacation a hammock, a back yard and a book.

"Why spend the nickel?" he retorts to the joint editorial efforts of the *Subway Sun* and the *Elevated Express* to boom Prospect, Bronx, Van Cortland and Central parks—or even the Battery—as the ideal spots for your summer vacation.

While admitting the advantages of these local resorts over Atlantic City or the Grand Canyon, Mr. Hitchcock goes the Interborough one better by advocating a trip to the Wild West with Zane Grey via the hammock.

"I've tried 'em all, and now I say: 'Why spend the nickel?' Take one of Zane Grey's books in your back yard, hang your hammock under the old umbrella and read his Western stories. You can have 'The golden sunset swept over the valley when a single horseman was silhouetted against the horizon'—and if you have a good imagination, you can say, 'Oh, that's me.' And you're looking for something to eat (because the sinking sun does remind you of dinner), and you've worked up a terrible appetite just thinking you've ridden all day without food. And then you get off your horse and go into the kitchen and say, 'Is dinner ready yet?'—and you're not thru the first chapter.

"If you really went West and the sun was sinking and you were tired and dirty and hungry, you'd get a cup of coffee made by a Chinaman out of local mud. One must be rugged to take these vacation trips.

"No tiresome trip home. No losing your luggage. No having to stay in the house a week afterward to rest up.

"Oh, me for the back yard vacation!"

Among the Publishers

A Week's Gleanings of Book-trade News

HAVELOCK ELLIS'S "Impressions and Comments, 2nd series" will be published by Houghton Mifflin this month.

FRANK SHAY is going to publish "The Bowling Green Anthology" a collection of poems from Christopher Morley's column.

JACKETS on early copies of Marion Ames Taggart's first full-fledged novel, "The Annes" (Doubleday) contained a serious error, for the book was described as a juvenile.

ONE OF THE new volumes of Scammon lectures published by the University of Chicago Press, is a beautiful volume on "Modern Tendencies in Sculpture" by Lorado Taft.

WITH the new Canadian copyright bill the chief topic of conversation in bookish circles, and the question of Canadian exchange demanding frequent asides, "The United States and Canada" by George M. Wrong, Abingdon Press, is one of the most timely of recent books.

ALFRED KNOPF is to publish Dorothy Richardson's new novel, "Deadlock" in an edition of 750 numbered copies. If her admirers subscribe to these, a popular edition of the novel may be issued. The total American sale of Miss Richardson's five books totals less than 5000 copies.

AT THE Twelfth Annual Convention of the American Federation of Arts, held in Washington in May, a unanimous and enthusiastic "Vote of thanks was extended to Mr. and Mrs. Pennell for their magnificent gift of Whistleriana to the nation." "The Whistler Journal," by Mr. and Mrs. Pennell, to be issued this fall by the J. B. Lippincott Company, will contain many examples from the collection of Whistleriana which the Pennells have given to the United States, and which is now on exhibition in the Print Room at the Library of Congress.

AN ARTICLE in the New York *Tribune* recently stated that the sisters of the late William F. McCombs, former chairman of the Democratic National Committee, have completed arrangements for the publication of a manuscript describing hitherto suppressed incidents of significance in the history of the Democratic Convention and campaign which resulted in the election of Woodrow Wilson, and in the success of the Wilson election. The "memoirs" are to be published in book form and also by newspaper syndicates in serial form. McCombs is said to have enjoined his sisters to secure the publication as a vindication of his memory and on no account to permit their suppression or abridgement. The date of publication is reported as early summer, possibly on or before July 1.

JOHN LANE will publish in June, "A Mummer's Tale" by Anatole France, translated by Charles E. Roche.

LYTTON STRACHEY, author of "Queen Victoria" published by Harcourt this week, is at work upon a study of Disraeli.

PAUL GAUGUIN'S "Intimate Journals" translated by Elinor and Van Wyck Brooks is to be issued in a limited edition of 990 copies for private circulation only by Boni and Liveright.

SCRIBNER is adding to the *Modern Student's Library* Thoreau's "A Week on the Concord and Merrimack Rivers" edited by Odell Shepard.

"JUNGLE LORE," a successor to William Beebe's "Jungle Peace" will be published by Henry Holt in the autumn.

EMIL CAMMAERTS has written a history of his native Belgium, covering the period from the Roman invasion to the present day. It will be published shortly by Appleton.

THE FIRST volume, "Poems," in a new edition of the works of William Ernest Henley to be complete in five volumes to be sold separately, has been published by Macmillan in England and is imported by Macmillan here. The second volume in the series will have the Essays; the third, the Plays; the fourth, Views and Reviews; and the fifth, *Lyra Heroica*.

B. W. HUEBSCH, whose revival of the pamphlet has been the subject of editorial discussion, defines the special function of the pamphlet as a sort of half-way house between the newspaper and magazine and the full-size book. "The error lies," says Mr. Huebsch, "in regarding the pamphlet as merely a short book, that is, in judging it by size rather than by content. One distinction is that pamphlets deal with a phase of a subject or provisionally with a subject concerning which a definite statement is not yet possible. A good example is the pamphlet by Governor Dorsey on peonage conditions in Georgia, in which he acknowledges that he has made only a partial examination. Immediacy is another characteristic of the pamphlet: several of our own, "Asia's American Problem," by Geroid Robinson, and "Civil War in West Virginia" by Winthrop D. Lane, are discussions of the proposed International Chinese Consortium and the coal mine situation respectively, at the moment when impartial information is necessary for adequate judgment.

Communications

Do We Know Our Geography?

Brisbane, Queensland,
22d April, 1921.

Editor, PUBLISHERS' WEEKLY:

I have from time to time noticed in reading your columns that the book traders in your country, both wholesale and retail, make commendable efforts to improve the essential knowledge of their employees, on matters relevant to the selling of books. I have also read reports that these efforts are appreciated and availed of by great numbers of assistants of both sexes. I trust the good work will go on, and that it will some day extend even to our shores.

It is evident now and again, however, that these classes of whatever nature they are, have not yet reached all the assistants in the trade, and I would suggest that with certain juniors, a course in elementary Geography might with advantage be added to the curriculum. Further, I would make the subject compulsory for mailing clerks if only to save the profanity in places like *Australia, where on the arrival of every U. S. A. mail the recipient is smilingly asked for 3d (six cents) fine on every other letter received.*

At the same time mailing clerks are not the only "poor geographers." I received a letter this mail from one of the big U. S. A. publishing firms, dated the 8th and at the same time, one dated the 18th, repeating the former letter because "the absence of a reply in the meantime had prompted them to think that the previous communication had gone astray." To appreciate this one wants to remember that mails are only dispatched here two or three times a month and take 30 days each way in actual travelling. Other firms send statements every month, and expect settlements within 30 days thereafter, which is nearly as bad as the above.

I trust, therefore, your readers will note this need for brushing up their Geography, and see to it, that it finds a place on the long list of subjects, of which a bookseller needs to have more than a passing knowledge.

With apologies, if necessary, for this trespass on your time and space,

Yours faithfully,
GEO. H. BARKER.

Every Date Should Show a Profit

W. Y. Foote Co.,
Syracuse, New York,
May 24, 1921.

Editor, PUBLISHERS' WEEKLY:

I am enclosing a letter from the Southern Pine Association offering its "How to Plan, Finance and Build Your Home" together with a copy of my letter to them. Many times in the course of the year such propositions are made to booksellers and in a good many instances we fall all over ourselves accepting them. We cannot of course refuse to fill orders for any book that our customers may desire, but I am firmly persuaded that wherever

we are requested to stock books, whether on a consignment basis or otherwise, such business should show a margin of profit sufficient to off-set the known cost of conducting the retail book business. In this case it is a \$2.50 book offered to us at \$1.90. I am further persuaded that it is important for the proper growth of the business that all booksellers be *persuaded* to take this position so that they may strengthen themselves and be in a position to reach out more aggressively for a larger distribution of books thru increased publicity. I hope you will be able to give this matter of "profitable business" and the matter of increased "bookseller publicity" frequent mention in the WEEKLY thruout the year. It will undoubtedly mean larger sales and possibly larger editions and decreased costs.

Very sincerely yours,
LOUIS A. KEATING.

That New Book Center

May 18, 1921.

Editor, PUBLISHERS' WEEKLY:

In going thru the May 14 issue of the PUBLISHERS' WEEKLY, I noticed R. Davis' letter about Vesey Street being such a book center. Might not our friend and neighbor stand correction in as much as he neglected to mention the well appointed and unique Business Man's Book Store of the Ronald Press?

Sincerely yours,
THE RONALD PRESS COMPANY,
Charles P. Calhoun,
Manager Trade Department.

Periodical Notes

Tempo is another new poetry magazine now being published bi-monthly.

Personal Notes

George Noble, assistant manager of the London office of D. Appleton & Co., is on a visit to this country.

G. A. E. Marshall, chief librarian of the W. H. Smith & Son business in Great Britain, is on a visit to the United States and was a guest of the Publishers' Lunch Club on June 2nd.

Business Notes

MUSKOGEE, OKLA.—The Metropolitan Schools Supplies Co. is a new concern in this town.

NEW YORK CITY—The publishers of *Building Age* and *Motorcycle and Bicycle* are planning to start a mail order book department and will be interested in literature for their clientele.

SAN DIEGO, CAL.—The Artemisia Bookshop has just opened at 1155 Sixth Ave., under the management of A. Frederic Gronberg, formerly of Marshall Field and Co.'s book department.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Addicks, Lawrence

Copper refining. 9+211 p. il. tabs. diags. O [c. '21] N. Y., McGraw-Hill \$3 n.

Alden, Raymond MacDonald, comp.

Critical essays of the early 19th century; with introd. and notes [by the compiler.] 27+410 p. S (The modern student's library) [c. '21] N. Y., Scribner \$1 n.

Essays of Wordsworth, Copleston, Jeffrey, Hazlitt, Newman, De Quincy, Macaulay, Hunt and others, which have been collected from authoritative sources.

Anderson, Robert Franklin

The Anderson arithmetic; in 3 v.; v. I and v. 2. various paging D c. Bost., Silver, Burdett bk. 1, 88 c.; bk. 2, 42 c.

Anderson, Ross and Staples

Clerical practice. 170 p. D c. N. Y., Am. Book Co. \$1; pad of business forms for same 80 c. n.

Annual (The) register; a review of public events at home and abroad for the year 1920; new series. various paging O '21 N. Y., Longmans, Green \$11.50 n.

Autenrieth, Wilhelm

Laboratory manual for the detection of poisons and powerful drugs; authorized tr. by William Homer Warren; 5th American ed. 15+342 p. il. col. pl. O [c. '21] Phil., Blakiston \$3.50 n.

Baum, Lyman Frank

The royal book of Oz; in which the Scarecrow goes in search for his family tree and discovers that he is the long lost emperor of the Silver Island, and how he was rescued and brought bark to Oz by Dorothy and the Cowardly lion; enl. and ed. by Ruth Plumly Thompson; il. by John R. Neill; [preface by Maud G. Baum.] O col. front.

Amese, Oakes

Notes on Philippine orchids VII; with four etchings by Blanche Ames; [reprinted from Orchidaceae, fascicle VI.] various paging pls. O c. '20 Bost., The Merrymount Press [priv. pr.]

Arnold, H. V.

The early history of the Devils Lake country; including the period of the early settlements. 105 p. D (Publisher's booklet, no. 23) '20 Larimore, N. D. [Author] pap. 15 c.

il. col. pls. [c. '21] Chic., Reilly & Lee \$2 n.

This volume was put together and edited by Ruth Plumly Thompson from unfinished notes which were left by Mr. Baum.

Bernard of Clairvaux, Saint

The treatise of St. Bernard, Abbat of Clairvaux, concerning grace and free will; addressed to William, Abbat of St. Thierry; tr., with an introd., synopsis and notes by Watkin W. Williams. 23+95 p. D (Translations of Christian literature; ser. 2; Latin texts) '20 N. Y., Macmillan \$2.50 n.

A treatise on the meaning of and value of personality, its limitations, its possibilities, its destiny and its resources.

Bessell, J. Percival

John Rutland's romance; front. by Julian De Miskey. 253 p. D [c. '21] N. Y., Macaulay \$1.75 n.

Twin brothers, unaware of their relation, assume each others rôles, and unusual complications become the consequence.

Bird, Harold Hughes

The practical design of plate girder bridges. 8+180 p. il. fold. pl. diags. O '20 Phil., Lipincott \$4 n.

Bolenius, Emma Miller

Advanced lessons in everyday English. 18+414 p. il. (part col.) D [c. '21] N. Y., Am. Book Co. \$1 n.

Booth, Frederick

Radiant energy and the ophthalmic lens; introd. by Whitefield Bowers. 254 p. il. D c. Phil., Blakiston \$2.25 n.

Brown, Elmer Ellsworth

The making of our middle schools; an account of the development of secondary education in the United States. [New ed.] 9+547 p. (38 p. bibl.) O '21 c. '02 N. Y., Longmans, Green \$4 n.

Babcock, Ernest Brown

Interspecific hybrids in Crepis, 1- various paging pls. O (Agric. science 25) '20 Berkeley, Cal., Univ. of California Press pap. 20 c.

Brees, Herbert Jay

Combat orders; the General service schools; the School of the line: Fort Leavenworth, Kansas. 119 p. fold. tabs. '20 Fort Leavenworth, Kan., The General Service Schools Press 50 c.

Cammaerts, Emile

A history of Belgium; from the Roman invasion to the present day. 357 p. front. (por.) pls. pors. maps O '21 N. Y., Appleton \$3.50 n.

The story of Belgium in which all important events have been recorded in chronological sequence, told for the general reader.

Campbell, Norman Robert

Physics; the elements. 565 p. Q '20 N. Y., Macmillan \$12.50 n.

An introductory volume to an elaborate treatise on physics, the present volume consisting of two parts; pt. 1, The propositions of science; pt. 2, Measurement.

Conger, Margaret Lynch

Folk story plays for children; il. by Florence Ivins. 64 p. il. col. pls. O c. '20 N. Y., J. A. McCann \$1.75 n.

Davis, Roy, and Getchell, Frederick G., comps.

Stories of the day's work. 8+318 p. D [c. '21] Bost., Ginn \$1.28 n.

Twenty-six stories by Elbert Hubbard, Gene Stratton Porter, Edward W. Bok, Norman Duncan, Ralph Connor and others, based upon the belief that work and all the common experiences of life are filled with possibilities for mental and moral stimulus. For boys and girls from 14 to 18.

De Waters, Mrs. Lillian Stephenson

Lifting the veil. [Christian science.] 73 p. D (Right thought ser., no. 2) [c. '21] Stamford, Conn. [Author] pap. \$1

Ebo and Herbordus

The life of Otto, apostle of Pomerania, 1060-1139; tr. by Charles H. Robinson, D.D. 193 p. (1 p. bibl.) D (Translations of Christian literature; ser. 2; Latin texts) '20 N. Y., Macmillan \$2.75 n.

A story of a missionary of the 11th century, who had much to do with the conversion of Europe.

Edwards, Austin Southwick

The fundamental principles of learning and

study. 3+239 p. diagrs. O c. '20 Balt., Warwick & York \$1.80 n.

Elliott, Joseph Corp

Laugh and grow fat; eat and grow lean; building and reducing flesh scientifically by breathing, bathing, diet and exercise. various paging il. pors. O [c. '20] Los Angeles, Cal. [Author], 431 W. Jefferson St. \$5

Field, John Edward

The English liturgies of 1549 and 1661; compared with each other and with the ancient liturgies. 10+235 p. O '20 N. Y., Macmillan \$5 n.

Fritz, Rose Louisa, Eldridge, Edward Henry

Expert typewriting; a complete course in touch typewriting consisting of forty carefully graded lessons; rev. 181 p. il. (keyboard chart in pocket) Q c. N. Y., Am. Book Co. \$1.48 n.

Frye, George Rex

The income and other federal taxes as affected by patents, trade-marks, copyrights and goodwill. 12+331 p. tabs. O [c. '21] Detroit, Mich. [Author], Ford Bldg. buck. \$3.50

Gates, Ellen M. Huntington

The marble house; and other poems; [front. by Timothy Cole after the drawing by Alphaeus Cole; preface by Helen Granville-Barker.] 15+190 p. front. (por.) D c. N. Y., Putnam \$1.75 n.

Goldberger, Henry Harold

Second book in English for coming citizens. 17+207 p. front. il. maps facsms. D [c. '21] N. Y., Scribner \$1 n.

A reader for Americanization work, thru which a narrative of an immigrant is woven, showing the conditions that serve to win or antagonize future Americans.

Brooks, David S.

An eulogy on the death of George Washington; delivered at Guilford, Feb. 22, 1800, by Doctor David S. Brooks; a facsimile reproduction from the only known copy, now in the Blackstone memorial library. 7 p. D '20 Branford, Conn., The Blackstone Memorial Library. priv. pr. [40 copies] sold to subscribers.

Brooks, Mabel Frances

Project problems in Opdyck's The English of commerce. 44 p. D [c. '21] N. Y., Scribner pap. 35 c. n.

Burgess, Mary Ayres

The measurement of silent reading. 163 p. front. il. diagrs. D (Education monographs) c. N. Y., Russell Sage Foundation \$1 n.

Clark, George Rogers

The conquest of the Illinois; ed. by Milo Milton Quaife. 20+190 p. front. (por.) facsms. D (Lakeside classics) '20 Chic., R. R. Donnelley & Sons, 731 Plymouth Court not for sale

Clarke, Robert Henry

Investigation of the central nervous system. various paging (1 p. bibl.) pls. O (The Johns Hopkins hospital reports, special volume) c. '20 Balt., Johns Hopkins Press pap. \$5 n.

De Valera, Eamonn

Ireland's request to the government of the United States of America for recognition as a sovereign

independent state. 136 p. O '21 Wash., D. C., Irish Diplomatic Mission pap. 25 c.

Directory of Illinois manufacturers; [ed. by Prudence M. Walker and compiled by David MacLean.] 1308 p. il. pls. maps O c. '20 Chic., Illinois Manufacturers' Assn., 76 W. Monroe St. leath. \$10 n.

Dryden, Hugh Latimer

Air forces on circular cylinders, axes normal to the wind; with special reference to dynamical similarity, various paging diagrs. O '20 Balt., Johns Hopkins Press pap. 25 c.

Fairchild Publishing Co.

Fairchild's illustrated women's wear code; for manufacturers, importers and distributors of coats, suits, dresses, blouses, skirts, lingerie, negligees, corsets, millinery, hosiery, footwear, gloves, handbags, parasols, fabrics, etc.; with over 2200 il., 45,000 code words, comp. by Louis Harmuth. 5+415 p. Q c. N. Y., Fairchild Publishing Co., 8 E. 13th St. \$25 n.

Faries, John Gilbert

Three years of work for handicapped men; a report of the Institute for crippled and disabled men. 95 p. D '20 N. Y., Inst. for Crippled and Disabled Men, 101 E. 23rd St. pap. gratis

Getman, Arthur Kendall

High school department of vocational agriculture. 32 p. pls. O (Bull. no. 703) '20 Albany, N. Y., University of the State of New York pap. gratis

Gridley, Albert L.

The divine life; its development and activities. 130 p. D [c. '20] Campbell, N. Y. [Author], P. O. Box 204 \$1

Partial contents: The supreme purpose for which Christ came into the world; The new motive in the Divine life; The means of developing that life; Some thoughts on the second coming of Christ.

Hackh, Ingo W. D.

Chemical reactions and their equations. 8+138 p. D '21 Phil., Blakiston \$1.75 n.

Hall, James Parker, and Andrews, James De Witt

American law and procedure; prepared under the editorial supervision of James Parker Hall; and v. 13 and 14 by James De Witt Andrews; a systematic non-technical treatment of American law and procedure, written by professors and teachers in law schools, and by legal writers of recognized ability. 14 v. various paging O '20 Chic., La Salle Extension Univ. buck. \$60

Hart, Albert Bushnell

New American history. 8+665 p. (7 p. bibl.) il. maps D [c. '21] N. Y., Am. Book Co. \$1.96 n.

School history of the United States; rev. 552 p. (6 p. bibl.) il. pls. maps D c. '20 N. Y., Am. Book Co. \$1.60 n.

Henley, William Ernest

Poems; [v. 1.] 23+289 p. D '21 N. Y., Macmillan \$4.50 n.

The first volume of a new edition of the works of Henley, to be complete in five volumes.

Holman, Louis Arthur

Hornby's etchings of the great war; with a complete authoritative list of all his plates, 1906-1920; and with two of the artist's letters from the front. 31 p. front. (por.) il. D (Goodspeed's monographs, no. 3) '21 Bost., C. E. Goodspeed & Co. pap. 25 c. n.

Housum, Robert

Sylvia runs away; a farce in three acts. 109 p. il. plans D (French's standard library ed.) [c. '20] N. Y., S. French pap. 60 c.

Published 1911 under title "Who is Sylvia?"

Hitchcock, Albert Spear

A manual of farm grasses. 10+175 p. il. D '21 Wash., D. C. [Author], 1867 Park Road \$2 n.

Home craft; the American Woman's handibook; 5th ed. 110 p. il. col. pls. F c. '20 Chic., The Magazine Circulation Co. \$5 n. (with subs. to Woman's Weekly)

Howard, Earl Dean, comp.

The Hart, Schaffner & Marx labor agreement; industrial law in the clothing industry; [new ed.] 11+97 p. (1 p. bibl.) por. O '20 Chic., Hart, Schaffner & Marx pap. gratis

Hunt, Richard, and Snow, Royall H.

Amy Lowell; sketches biographical and critical; [a sketch of her life and her place in contemporary American literature.] 28 p. front (por.) T Bost., Houghton Mifflin pap. gratis

Johns Hopkins University

List of dissertations submitted in partial fulfillment of the requirements for the degree of doctor of philosophy in the Johns Hopkins University, 1878-1919. 96 p. O (Univ. circular, new ser., 1920, no. 1; whole no. 321) '20 Balt., Johns Hopkins Press pap. gratis

Hudson, Jay William

The truths we live by. 9+307 p. D c. N. Y., Appleton \$3 n.

Partial contents: The present conflict of ideals; The conditions of moral confidence; Immortality as a problem for today; Are we masters of our fates?; The moral order as democracy; The renaissance of moral faith.

Hunter, Alice Margaret

Beginner's letter drills; rev. ed.; [short-hand pls. written by Harriet M. Johnson.] 24 p. D [c. '20] N. Y., Gregg Pub. Co. pap. 24 c.

First edition by David E. Henry, was published 1911 under title "Gregg shorthand; beginner's letter drills."

Huse, Sibyl Marvin

Christ's offspring; or, Spiritual generation. 12+64 p. front. (por.) D c. N. Y., Putnam \$2

Irving, Washington

Rip Van Winkle; rev. printed in Gregg shorthand from no. 40 of Riverside literature ser.; shorthand pls. written by Harriet M. Johnson. 51 p. il. (por.) D (English classics in Gregg shorthand) [c. '21] N. Y., Gregg Pub. Co. pap. 28 c.

Ivins, Lester Sylvan

Agriculture and gardening for schools; a handbook for teachers and a manual and note book for students. 215 p. il. D [c. '20] Lebanon, O., March Bros. bds. 75 c.

Knox, Alice Vance

General practice and X-rays; a handbook for the general practitioner and student; with chapters on the production of X-rays and instrumentation by Robert Knox. 14+214 p. front. pls. diags. D (Edinburgh medical ser.) '21 N. Y., Macmillan \$5 n.

A work which shows the effect, possibilities and scope of usefulness of radiations.

Krampner and Grady

Arithmetic by grades; 6th year, first half; second half [2 v.] 176 p. ea. il. D c. N. Y., Am. Book Co. ea. 68 c. n.

Jones, Gilmer Andrew

Jones' quizzer; consisting of North Carolina Supreme court questions and answers; from September term, 1898, to August term, 1920; [2nd ed.] 280 p. [c. '21] Franklin, N. C., [Author] buck. \$5

Kelley, Frances Elizabeth

A history of public-school support in Minnesota, 1858 to 1917. 9+103 p. (1 p. bibl.) '20 c. '21 (Current problems, no. 12) O Minneapolis, Minn., Univ. of Minnesota pap. 75 c. n.

Kelly, Albanis Ashmun

The expert calciminer; containing full directions for mixing and applying all kinds of water paints and colors to exterior walls and ceilings; also how to prepare and apply water colors of various kinds to exterior surfaces; 2nd ed. and improved. 6+98 p. D (Expert ser.) c. '21 Paoli, Pa. [Author] \$1.50 n.

King, Franklin George

Ground soybeans for fattening cattle. 6 p. il. tab. O (Bull. no. 237) '20 Lafayette, Ind., Purdue University pap. gratis

Law, William

Law's Serious call; ed. and abridged by R. Gordon Milburn. 11+230 p. S (Manuals of the inner life) '21 N. Y., Macmillan \$1.75 n.

Lind, Samuel Colville

The chemical effects of alpha-particles and electrons. 182 p. O (Am. Chemical Society monograph ser.) [c. '21] N. Y., The Chemical Catalog Co., Inc. \$3 n.

Lowell, Amy

Legends. [verse] 14+259 p. S c. Bost., Houghton Mifflin bds. \$2 n.

A collection of strange, symbolic stories invented by man in his progress toward civilization, reclothed in verse.

Lynaugh, Matthew Edmund, and Thompson, Clyde O.

Teacher's manual and key to Practice exercises in bookkeeping. 157 p. il. D '21 c. '20 N. Y., Am. Book Co. \$1 n.

MacBride, James Douglas

A handbook of practical shipbuilding; with a glossary of terms; 2nd rev. and enl. ed. 10+356 p. il. diagrs. fold. pls. D (Van Nostrand's nautical manuals) [c. '21] N. Y., Van Nostrand \$3 n.

Mackenzie, Osgood Hanbury

A hundred years in the Highlands. 13+272 p. front. (por.) pls. O '21 N. Y., Longmans, Green \$5.75 n.

Recollections of the author which cover a period of eighty years, while the diaries of his uncle, Dr. John Mackenzie, have provided him with material reaching farther back.

Mackinnon, James

The social and industrial history of Scotland; from the Union to the present time. 8+297 p. O '21 N. Y., Longmans, Green \$6 n.

A review of the history of Scotland during the 18th, 19th and early 20th centuries.

Lippincott, William Adams

Progressive poultry raising. 48 p. (2 p. bibl.) front. pls. (part col.) plans S [c. '20] Chic., Armour's Bu. of Agric. Research and Economics, Union Stock Yards pap.

Loomis, Frank D., comp.

Americanization in Chicago; the report of a survey made by authority and under direction of the Chicago Community Trust. 40 p. diagr. O '20 Chic., The Chicago Community Trust pap. gratis

McCombs, Charles Flowers

The photostat in reference work. 7 p. (1 p. bibl.) pls. O '20 N. Y., New York (City) Public Library pap. 10 c.

Massachusetts. Women's Auxiliary Intelligence Bureau

Bulletin of industries; 2nd ed. 40 p. fold. maps D '20 Bost., Adjutant-general's Office pap. gratis

Michigan. Department of Public Instruction

High schools of Michigan; a list of high schools approved by the superintendent of public instruction as tuition schools. 12 p. O '20 Lansing, Mich., Supt. of Public Instruction pap. 10 c.

Macleod, Alice

Pigeon raising. [New ed.] 113 p. plans D [c. '13] Cin., Stewart Kidd Co. \$1.50 n. Formerly published in 1913 by the Outing Publishing Co. as one of its Outing handbook series.

Mauritzson, Jules, comp.

Graded reader for classes in Swedish; with complete glossary by Ernst W. Olson. 336 p. il. pors. D (College and high school ser.) [c. '21] Rock Island, Ill., Augustana Bk. Concern bds. 90 c.

Myers, Frederic William Henry

Collected poems; with autobiographical and critical fragments; ed. by his wife, Eveleen Myers. 11+411 p. front. (pors.) D '21 N. Y., Macmillan \$4.50 n.

North American (The) almanac, 1921. 96 p. il. maps pls. D '20 c. '21 Chic., The North American Almanac Co., 32 S. Clinton St. bds. 35 c.

Oesterley, William Oscar Emil

Immortality and the unseen world 1; a study in Old Testament religion. 10+231 p. O '21 N. Y., Macmillan \$5 n.

An interpretation of what the Old Testament says about the spirit of the dead and their abode.

Osborne, Sidney

The new Japanese peril. 8+184 p. D '21 N. Y., Macmillan \$2 n.

Partial contents: Japan develops her Far Eastern program; Some possible future combinations; The Shantung question; China and the Western powers; America faces the New World situation.

Parry, O. H.

The pilgrim in Jerusalem. 18+135 p. front. il. plans maps O '20 N. Y., Macmillan \$3 n.

Talks which the author gave to soldiers in Jerusalem during 1918, when the British were occupying the city.

Pearson, Henry Carr, and Kirchwey, Mary Frederika

Essentials of English; lower grades. 12+180 p. col. front. il. (part col.) D [c. '21] N. Y., Am. Book Co. 64 c. n.

National Business Institute

Seven master collection letters; [ser. A, rev.] 9 p. O '21 Chic., National Business Inst., 2316 Calumet Ave. pap. \$3

New York (State) University

Organization and administration of part-time schools. 3+42 p. O (Bull. no. 697) '20 Albany, N. Y., University of the State of New York pap. gratis

Outdoor Enterprise Publishing Co.

Rabbits and dollars; the book that teaches coined rabbitology. 7+64 p. il. diagrs. D c. '20 Kansas City, Mo., Outdoor Enterprise Pub. Co. pap. 50 c.

Paltsits, Victor Hugo

John Holt, printer and postmaster; some facts relating to his career; [1721-1784.] 19 p. O '20 N. Y., New York (City) Public Library pap. 10 c.

Park, Orville Augustus

Park's banking law of Georgia as amended 1920 with the Trust company and State depository acts; annotated; digest of decisions of the Supreme court and Court of appeals of Georgia on banks and banking; opinions of the general counsel of the Georgia bankers' association, 1910-1920. 12+524 p. O c. Atlanta, Ga., The Harrison Co. buck. \$7.50 n.

Phillips, Maud Gillette

Animalology; to create interest in animals, their service and rights in the universe, and public sentiment for legislation in their behalf. 85 p. D [c. '21] Springfield, Mass., Blue Cross Society, 310 State St. pap. \$1

Partial contents: Instinct or organic sympathy in animals; Sympathetic sense in man's relations with animals; Man's indebtedness to animals; Rights of animals.

Pope, Amy Elizabeth

A textbook of simple nursing procedure for use in high schools; together with instructions for first aid in emergencies. 14+360 p. pls. tabs. D c. N. Y., Putnam \$2.50 n.

Partial contents: Care of the sick-room; Bed-making; Temperature, pulse, respiration, records; Bandaging; Fractures, dislocations, sprains, hemorrhage.

Regan, Joseph M.

Financing a business. 15+362 p. il. forms (part fold.) diags. O (Business administration) '20 Chic., La Salle Extension Univ. leath. \$3 n.

Rhodes, Eugene Manlove

Stepsons of light. 317 p. D '21 c. '20-'21 Bost., Houghton Mifflin \$2 n.

A story of love, adventure, and philosophical humor, in which a light-hearted hero is the central figure. The scene is laid in New Mexico.

Robinson, Morgan Poitiaux

The burning of the rotunda; being a sketch of the partial destruction of the University of Virginia, 1895; centennial ed.; [with an introd. by Philip Alexander Bruce.] 30 p. front. tabs. pls. O [c. '21] Richmond, Va., The Bell Bk. & Stationery Co., 914 E. Main St. pap. 50 c.

Rougier, Louis

Philosophy and the new physics; [authorized tr. from the author's corrected text of *La materialisation de l'énergie* by Morton Masius.] 15+159 p. D c. Phil., Blakiston \$1.75 n.

Sakolski, Aaron Morton

Railroad securities; a course of study with references. 14+105 p. (5 p. bibl.) D c. Chic., Investment Bankers Assn. of America, 111 W. Monroe St. \$1.85

Reed, William Howell

Vocabulary of German words and idioms; with verb list; 2nd ed. 61 p. O [c. '20] Tufts College, Mass., Tufts College Press pap. 45 c.

Rochester, N. Y., Public Library

Seven year survey of the Rochester public library, 1912-1919. 39 p. front. (por.) il. O '20 Rochester, N. Y., Public Library pap. gratis

Sawyer, Rollin A., jr., comp.

Nationalization of coal mines; a list of references in the New York public library; [reprinted from the Bulletin of the N. Y. public library of May, 1920] 11 p. O '20 N. Y., New York (City) Public Library pap. 10 c.

Schouler, James

The law of marriage—divorce—separation and domestic relations; 6th ed., 1921; v. 1, Domestic relations; v. 2, Marriage, divorce and separation; v. 3, Statute law of the different states. various paging forms O Albany, N. Y., M. Bender Co. buck \$30 n.

Saunders, L. Pearl

Make your own posters; a book of poster designs; with explicit directions for painting; arranged especially for the novice in art. 13 p. il. (part fold. in pocket) obl. O [c. '21] Nashville, Tenn., Smith & Lamar pap. \$1.25

Directions for making patriotic, religious, and secular posters, for the use in Sunday and day schools.

Schnabel, Carl

Handbook of metallurgy; tr. by Henry Louis; 3rd ed., rev. by the translator; v. 1, Copper—lead—silver—gold. 21+1171 p. tabs. diags. plans il. O '21 N. Y., Macmillan \$13.50 n.

Scott, Wilfred Welday

Qualitative chemical analysis; a laboratory guide; 4th ed., rev. and enl. 11+350 p. col. front. il. D '21 N. Y., Van Nostrand \$3 n.

Seltzer, Charles Alden

"Drag" Harlan; front. by P. V. E. Ivory. 280 p. D c. Chic., McClurg \$1.90 n.

The story of how a man, singlehanded, wrests the mastery of Sunset Valley from the outlaw rule which has terrorized the country.

Shoemaker, Samuel Moore, jr.

Realizing religion. 9+83 p. S c. N. Y., Assn. Press 90 c. n.

The experience of a modern man, who found spiritual development a vivid and transforming reality.

Simonds, William Edward

A student's history of English literature; rev. ed. 521 p. front. il. por. map facsms. O [c. '21] Bost., Houghton Mifflin \$1.80 n.

Södergren, Carl J.

Teacher's guide; Bible stories from the Old and the New Testament; a textbook for the use in the intermediate department of Sunday schools; pub. by the Augustana synod; v. 1; Old Testament; v. 2; New Testament. 284; 240 p. il. D [c. '21] Rock Island, Ill., Augustana Bk. Concern ea. \$1

Starch, Daniel, and Mirick, George Alonzo

The test and study speller; bks. 1, 2 and 3. 90; 63; 64 p. D [c. '21] Bost., Silver, Burdett ea. 60 c. n.

Schouler, James—(continued)

Corrected entry. Listed in May 7th issue as \$3; should have been \$30.

Seifriz, William Ernest

Viscosity values of protoplasm as determined by the aid of microdissection. various paging (2 p. bibl.) il. O (Botanical contrib. from the Johns Hopkins Univ., no. 66) '21 Balt., Johns Hopkins Press pap. 25 c.

Sims, Mrs. Annie Frank Noble, comp.

Francis Morgan, an early Virginia burgess, and some of his descendants; compiled from the notes of Mr. William Owen Nixen Scott, and from original sources. 194 p. O '20 Savannah, Ga., Braid & Hut-ton priv. pr.

Special Libraries Association of Boston

Union list of periodicals and annuals taken by eleven special libraries in Boston, March 1921. 16 p. Q Bost., Special Libraries Assn. pap. 50 c.

Thoreau, Henry David

A week on the Concord and Merrimac Rivers; ed. with an introd. by Odell Shepard. 28+292 p. S (The modern student's library) [c. '21] N. Y., Scribner \$1 n.

Thurber, Robert Bruce

In the land of pagodas; [a story of misadventures in Burma.] 318 p. front. il. D [c. '21] Nashville, Tenn., Southern Pub. Co. \$1.25 n.

Tippling, Henry Avray

English homes; period 1; v. 1; Norman and Plantagenet, 1066-1485. 39+338 p. front. il. pls. plans F '21 N. Y., Scribner \$25 n.

A review of the chief characteristics of the planning, designing, and decorating of English mediaeval houses, illustrated from photographs.

Tubby, Alfred Herbert

A consulting surgeon in the Near East. 13+279 p. front. (por.) pls. pors. O '20 N. Y., Macmillan \$5 n.

The author's own experiences in Gallipoli, Egypt and Palestine.

Twentieth (The) century almanac; a complete calendar from 1900 to 2000; with a condensed record of events in years past, and a review of centennial anniversaries in the years to come; 4th ed. no paging S c. Phil., Allen, Lane & Scott, 1211 Clover St. pap. 75 c.; bds. \$1 n.

Waldo, Harold

Stash of the Marsh country. 347 p. D [c. '21] N. Y., Doran \$2 n.

A story of the Middle West, in the region of Detroit and the Great Lakes, which has to do with American life.

Washburn, Edward Wight

An introduction to the principles of physical chemistry from the standpoint of modern atomistics and thermo-dynamics; a course of instruction for students intending to enter physics or chemistry as a profession; 2nd ed.,

rev., enl. and reset. 27+516 p. il. tabs. diags. (part fold.) O [c. '21] N. Y., McGraw-Hill \$4 n.

West, Henry Litchfield, comp.

Lyrics of the links; il. by George M. Richards. 180 p. front. D c. N. Y., Macmillan \$2 n.

Verses on the game of golf by J. K. Bangs, W. T. Burgess; E. V. Cooke; Edgar A. Guest; Tom Mason, Grantland Rice, Clinton Scollard, A. W. Tillinghast and others.

Wickes, Frances Gillespy, comp.

Happy holidays; pictures by Gertrude Kay; [children's stories.] 9+353 p. front. D [c. '21] Chic. and N. Y., Rand, McNally 75 c.

Wilder, Russell M., and others

A primer for diabetic patients; a brief outline of the principles of diabetic treatment; sample menus, recipes and food tables. 76 p. col. front. pls. facsms. S c. Phil., Saunders \$1.50 n.

A book of daily instructions for the diabetic patients in the matter of diet and hygiene. The authors are connected with the Mayo Clinic, Rochester, Minn.

Williamson, George Charles

George, 3rd earl of Cumberland; 1558-1605; his life and his voyages; a study from original documents. 16+334 p. (4¼ p. bibl.) front. (por.) O pls. pors. facsms. map '20 N. Y., Macmillan \$10 n.

Wilson, Martha

School library management; [2nd rev. ed.] 4+142 p. il. D '21 N. Y., H. W. Wilson Co. pap. 85 c. n.

Young Men's Christian Association. United Y. M. C. A. Schools

Foremanship; the standard course of the Y. M. C. A. Schools; 4 v. various paging il. diags. (part fold.) D [c. '21] N. Y., Assn. Press \$9 n. set

Stearns, Daniel Miller

Studies in the book of Revelation; [sermons delivered at Odd Fellows Hall, Philadelphia, on Sunday afternoons in January to May, 1896.] 335 p. front. (por.) D c. '21 Harrisburg, Pa., F. Kelker pap. gratis

U. S. Army Service Schools, Fort Leavenworth

General tactical functions of larger units; prepared by the School of the line, the General service schools, Fort Leavenworth, Kansas. 7+175 p. il. plans fold. maps in pocket O '20 Fort Leavenworth, Kan., The General Service Schools Press \$1

Virginia. State Library

Collection of paintings, drawings, engravings, etc., by John Gadsby Chapman and Conrad Wise Chapman in the Virginia state library; [preface by Henry Read McLlwaine.] various paging O '20 Richmond, Va., State Library pap. 25 c.

Webster, Edward B.

The king of the Olympics; the Roosevelt elk and other mammals of the Olympic Mountains; il. with photographs by William Everett and others. 17+227 p. front. pls. O [c. '20] Port Angeles, Wash. [Author] \$4

Wheeler, Harold Leslie, comp.

Contemporary novels and novelists; a list of references to biographical and critical material; [de-

signed as a reference aid, not as a guide for purchasing]. 140 p. O (School of mines and metallurgy v. 12 (no. 3) '21 Rolla, Mo., Univ. of Missouri) pap.

White, Edward Franklin

A treatise on the law of negligence of municipal corporations in all its relations; including practice and procedure. 170+1126 p. O c. '20 Indianapolis, Ind., Bobbs-Merrill \$10 n.

Wilkins, Lawrence Augustus

Wilkins prognosis test in modern languages; manual of directions. 15 p. O '21 Yonkers, N. Y., World Bk. Co. pap. 10 c.

Wilkins prognosis test in modern languages; tests. 8 p. O '20 Yonkers, N. Y., World Bk. Co. pap. 10 c.

World Peace Foundation

The staggering burden of armament. various paging tabs. D (A League of Nations, v. 4, no. 2, April, 1921) Bost., World Peace Foundation pap. 5 c.

Y. M. C. A. Railroad Branch

Railroad talks based on Pennsylvania system practices; v. 1; [a series of talks on departmental details and relations.] various paging fold. map. O '20 Phil., Y. M. C. A., Pennsylvania Railroad Branch priv. pr.

The Publishers' Weekly

62 West 45th Street, New York

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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

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Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Important to School Book Publishers

We will print in the PUBLISHERS' WEEKLY of July 23rd a complete Index to school books.

This Index was not issued last year owing to unsettled conditions due to price changes. The demand for copies this year is, therefore, greater than ever.

Publishers with books of an educational character should at once write for our circular of instructions, if one has not already been received.

This catalog is printed also for many school-book depositories, with their imprint, and widely circulated among school boards and private educational insitutions thruout the country. It is a co-operative list that publishers cannot afford to miss.

The Publishers' Weekly

Rare Books, Autographs and Prints

A COLLECTED edition of the writings of Max Beerbohm. In twelve volumes limited to 750 sets, will be published by Heinemann of London.

There is apparently a great desire of the rare book dealers to get to London and Paris as quickly as possible. Unless all signs fail the importation of rare books during the next six months will break all records.

Of the twenty-six new tablets unveiled at the Hall of Fame, New York University, nine are given to American authors: Harriet Beecher Stowe, James Fenimore Cooper, John Lothrop Motley, Samuel Langhorne Clemens, Edgar Allan Poe, Francis Parkman, George Bancroft, William Cullen Bryant and Oliver Wendell Holmes.

Ernest R. Gee & Company, 442 Madison Avenue, will hold a Dickens exhibition consisting of first and other editions, books concerning the great novelist, prints, autographs and manuscripts. The first editions are generally in parts when so published and in the choicest possible condition.

The Print Collector's Quarterly, after suspending publication during the war, has reappeared under the editorship of Campbell Dodgson, with Fitzroy Carrington as American editor. The new number begins volume VIII, with illustrated articles by Mr. Dodgson on Forain's etchings, A. M. Hind on etchings by Tiepolo, and Malcolm C. Salaman on the etchings of E. S. Lumsden. "Fresh Light on Alexander Cozens," is contributed by A. P. Oppe. E. Weyhe, 710 Lexington Avenue is the agent in this country.

The Metropolitan Museum of Art has extended the exhibition of French painting by a summary of a century of French prints, representing the various printing processes, provided from the print room of the museum and loans from fourteen collections. The lithograph, one of the most important processes of the period, is exceedingly well represented. The etchings extend from Raffet to Pissaro; and the wood engravings include such artists as Lapere and Gauguin. The prints and drawings fill three galleries and will be of unusual interest to print lovers.

The catalog of Whistleriana, placed on exhibition by the Division of Prints of the Library of Congress, is said to contain in its 600 items only about one-tenth of the recent gift of Joseph and Elizabeth Robins Pennell. The collection is characterized by its donors as "almost complete. It is certainly more nearly so than any other known to us. It includes many personal records which are unique—among them nearly 400 letters addressed mostly to us. It includes all of the papers in the Whistler-Ruskin lawsuit, once in the possession of An-

derson Rose. It includes over a hundred volumes of articles and clippings concerning Whistler; these date mainly from 1900, when he asked us to write his life. It includes all save two of the catalogs of his exhibitions."

At the Ehrich galleries there is a memorial exhibition of paintings and sketches of the late John Burroughs made by Orlando Roul-and. In the introduction to the catalog the artist gives an account of the conditions under which they were made. They were the result, he says, of an intimate personal friendship during a period of more than nineteen years and frequent visits made during that time to his New York home and studio, at Peconic Bay, to his Catskill log cabin and other sympathetic places. The paintings date from 1903 to 1912 with an afternote for 1916 and represent the sitter in various moods and poses. The portrait of 1911 is said to have especially pleased the sitter and will probably be the favorite generally. He is shown here seated comfortably in his chair with one arm at rest and the other supporting a thoughtful, musing head. The brow is smooth, the eyelid droops, the frame is relaxed. Mr. Burroughs is seventy-four; gentle, wise, content. "That sums me up pretty well," he is reported as saying of the canvas. "That is how I feel most of the time." There is also a portrait, formerly owned by President Roosevelt, which has been specially loaned. This is an exhibition which will prove of very great interest to admirers of the great naturalist.

The changes that are now being made in Germany and probably the overhauling of old collections that is now going on is bringing many treasures to light. Among the later discoveries are a series of autograph letters of the poet Heine, some compositions of Smetana, a novel by Ludwig Uhland, the remainder of the fragment of "Willehalm" written by Eschbach, the author of "Parsifal," and the manuscript of Goethe's "Joseph" written when the poet was only fifteen years of age. In Griez, at a castle once owned by George III, a collection of 10,000 volumes, all lavishly bound, once the property of Elizabeth, daughter of the English king has been discovered. In addition to the printed books, which are said to include many rarities, there are manuscripts of great value. There are numerous explanations of the campaigns of discovery that are being made everywhere. Democracy it is said has opened wide the doors that were formerly bolted and barred. Ordinary people now live in castles formerly held but not occupied by princes. Students are admitted to the libraries that were formerly reserved for royalty and keepers knew little of the property that it was their duty to care for. They were thoroly unfit for the examination of rare manuscripts and other literary treasures and had little time for it if they had been competent or had had the inclination. And

perhaps more influential than all else is the ready market and high prices which these rarities are now bringing in the world's book-marts. The money which is needed thruout Germany is bringing treasures of all sorts, paintings, prints, manuscripts and rare books into the English market to be dispersed from there all over the world.

A new bill has been introduced into the House of Representatives providing for an appropriation of \$2,000,000 for a Government archives building at the national capital. Priceless records, all the way from the Declaration of Independence to the records of the American Expeditionary Forces, are at present scattered thru various Government storerooms and warehouses few of which are fireproof. The attention of Congress has been repeatedly called to this neglect and consequent risks but without result. It is recognized that it is not now going to be easy to get an appropriation as the new Congress is pledged to economy, but the American Historical Association and other organizations are interested and they are convinced that the strongest sort of a plea can be made on the grounds of economy and efficiency. As it is now, the government is paying \$75,000 a year for space in the District of Columbia for the storage of documents alone. The fire in the Census Office last year called attention to the damage that could be done any day from that source. But the danger from fire is not the only peril to which the archives are exposed. Some of the places where they are stored are damp. In others there is local dampness from steam pipes and leaky roofs. In many places there is constant injury from dust and dirt and in nearly all the grossest overcrowding and the greatest inconvenience. The effort to secure a national archives building began as early as 1878 and its need as a matter of protection, economy and efficiency has been repeatedly pointed out but one congress after another has been scandalously deaf to the urgent pleas that have been made.

Part VII of the stock of the late George D. Smith, consisting of rare Americana, was sold at the Anderson Galleries May 18. The 218 lots brought \$43,536.50, making the highest record of any single session sale in this country this season. The most valuable lot proved to be Richard Hakluyt's "Divers Voyages," with the rare Thorne map, original vellum, small 4to. London, 1582, the first book printed in English on what is now the United States, which went to G. A. Baker & Company for \$4,350. Marc Lescabot's "Relation dernière de ce qui s'est passé av Voyage du Sieur Povrin-court en la Nouvelle-France," Paris, 1612, the first of the Jesuit Relations, was bought by L. C. Harper for \$1,600. Richard Eburne's "A Plain Pathway to Plantations," London, 1624, a perfect copy of excessively rare book which few bibliographers have ever seen, brought \$1,100 with Dr. Rosenbach as buyer. Other rare lots and the prices which they

brought were the following: John Filson's "The Discovery, Settlement and present State of Kentucky," with map, Wilmington, 1784, the only copy with map ever offered at auction, \$1,650; Robert Gordon's "Encouragements," Edinburgh, 1625, relating to the early settlement of America. \$500; Sir Ferdinando Gorges's "America Painted to the Life," with folding frontispiece and folding map, London, 1658, \$970; "The Particulars of a Treaty at Conestogue," Philadelphia, 1721, the earliest treaty with the Five Nations in English, \$1,150; George Keith's "Truth Advanced in the Correction of many Cross and hurtful Errors," New York, 1694, the first book printed in New York by Wiliam Bradford, \$780; Peter Martyr's "The Decades of the New World or West India," etc., London, 1555, the first collection of voyages in English, \$670; Captain John Smith's "A Map of Virginia, with a Description of the Country, the Commodities, People, Government and Religion," Oxford, 1612, \$775; Andre Thevet's "The new founde World," London, 1568, the first book in English relating to Canada, \$600; Charles Wollley's "A Two Years' Journal in New York, London, 1701, first edition of one of the rarest books concerning New York, \$1,075.

F. M. H.

Catalogs Received

Americana. A collection of good books on America—the Indians, Archaeology, Ethnology, etc. (No. 19; Items 580.) The William Harvey Miner Co., Inc., St. Louis, Mo.

First edition and association books of famous American and English authors; also a magnificent collection of sets of standard authors in choice bindings by famous English, French and American binders. (Items 657.) The Book Corner, 57th Street Art Galleries Bldg., 33 West 57th St., New York.

Miscellaneous collection of books. (No. 384; Items 798.) Edward Baker's Great Book Shop, 14 and 16, John Bright St., Birmingham, England.

Miscellaneous second-hand books, ancient and modern, including purchases from the library of the

Rt. Hon. the Earl of Ellesmere, and from other public and private sources, containing many interesting items. (No. 87; Items 1247.) C. Richardson, 42a, Rosamond St. W., C.-on-M., Manchester, England.

Old and rare books, English and foreign, on many subjects. (No. 16; Items 317.) Grafton & Co., Coptic House, 7 and 8, Coptic St., London, W. C. 1, England.

Scarce and interesting books selected from recent purchases. (No. 56; Items 667.) William J. Campbell, 1731 Chestnut St., Philadelphia, Pa.

The topography of Kent and Sussex, books and engravings. (No. 414; Items 363.) Francis Edwards, 83, High St., Marylebone, London, W. 1, England.

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Wycil & Company, New York

The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

James Adair, 114 South 6th St., Minneapolis, Minn.
Beltrami, Pilgrimage in Europe and Discovery of Sources of the Mississippi and Bloody River.

Adams Bookstore, Fall River, Mass.

Connecticut Yankee at the Court of King Arthur, by Twain, published by C. L. Webster Co.

William H. Allen, 347 Walnut St., Philadelphia
Moulton, Library of Literary Criticism.

American Baptist Pub. Society, Kansas City, Mo.
Complete Set of Pulpit Commentary.
Biblical Illustrator, complete set Old Testament, good condition.

American Baptist Publication Society, 1701 Chestnut, Philadelphia

Face to Face with Great Musicians, Chas. Isaacson.

American Book Company (Calvin H. Mills), 330 East 22nd Street, Chicago, Ill.

Frost's U. S. History Through Buchanan's Administration, or later edition; School Book.

American Book Co., Editors' Library, 100 Washington Square, New York

The Children's Catalog Supplement, 1916-1919, H. W. Wilson Co.

William H. Andre, Suite 607 Kittredge Bldg., Denver, Colo.

Ante-Nicene Fathers, 10 volumes, cloth.

Arcade Book Shop, 223 North 8th St., St. Louis

Christian Philosophy of Life, T. Pesch.

Democracy, by Adams, Holt.

Howard, Book of the Serpent.

Howard, Little God.

List of Stories and Program Hours, H. W. Wilson.

Old Gorgon, Graham Lorimer.

Seamless Robe, Carter.

Makower, Perdita.

Doors of Life, De Voe, F. & W.

Book of Old English Ballads, G. W. Edwards, Mac.

Poems That Never Die, compiled by Ella Browning.

Steinman's Memoirs of Barbara, Dutchess of Cleveland, 1871.

Artemisia Book Shop, 1155-6th St., San Diego, Cal.

Van Dyke, Millionaires of a Day.

McCutcheon, In Hollow of Her Hand.

Strobridge, In Miners Mirage Land.

Strobridge, Loom of the Desert.

Strobridge, Land of Purple.

Strobridge, Shadows.

Bailey's Book Store, Vanderbilt Square, Syracuse, N. Y.

Chimmie Fadden, Townsend, Dodd, Mead Co.

Gypsy Trail Anthology for Campers by Goldmark & Hopkins.

The Baker & Taylor Co., 354 Fourth Ave. at 26th St., New York

The Scalp Hunters, by Reid.

N. J. Bartlett, 37 Cornhill, Boston, Mass.

Ford's Washington, 14 vols., 1889.

Letters of Asa Gray.

Greeley's Hdbk. of Polar Discoveries.

The Beacon Book Shop, 26 West 47th St., New York

Jacobs, W. W., The Monkey's Paw.

Sologub, Created Legend, Stokes.

Sabatini, Sea Hawk.

Beecher, Kymer & Patterson, Kalamazoo, Mich.

Sterne, Trestram Shandy, 2 vols., Lippincott.

Beecher, Kymer & Patterson—Continued

Johnson, Bunch of Keys.

Gask, Folk Tales from Many Lands.

Maquerd, History English Furniture.

Huneker, Painted Veils.

Crawford, Wandering Ghosts.

Beecroft, Who's Who Among the Wild Flowers.

Williamson, My Friend the Chauffeur.

Rinehart, After House.

Kennedy, New World Fairy Book.

Ozaki, Japanese Fairy Book.

Stein, Troubador Tales.

Dobson, Practical Brick and Tile Book.

Webster, Quilts.

Doyle, Return of Sherlock Holmes.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.

Commercial Code, Ar.

Pocket Edition Western Union, Liebnor's.

Any American-Foreign Language Code.

The Book Shop, Woods Hole, Mass.

Genetics, vol. 1, no. 2.

Bayley, Early Amer. Portrait Painters, 3 vols.

Bowen, Cent. Cel. Inaug., Washington, 1892.

Dewey, My Pedagogic Creed, Flanagan.

Green, Behind Closed Doors, Putnam.

Harland, Mademoiselle Miss, N. Y., Lane, 1917.

Johnson, The Farmer's Boy, Crowell, 1907.

Lang, Monk of Fife, Longmans.

McLean, Heroes Farthest North and South.

Deweese, The Molly Maguires, Lippincott.

Thwing, College Training and the Business Man, Appleton, 1904.

Wallas, Human Nature in Politics, Houghton.

Brentano's, Fifth Ave. and 27th St., New York

Le Reaux, Phantom of the Opera.

London Graphic, the following numbers: 1917, Sept. 22, 29; 1916, Oct. 6, 14, 21, 28; Nov. 11, 25; Dec. 2; Jan. 1, 8, 22.

Christian but Roman.

Corsair King.

Mata, the Magician, Ingolsee.

The Curse of Civilization, Gorst.

Wild Beasts of the World, Finn.

Masters of Men, Robertson.

Scale of Perfection, Hilton.

Isham and Brown, Early Connecticut Houses.

Bits of Life.

History of South Carolina, Ramsey.

Life of Mary Jameson, Scaver.

Art of Worldly Wisdom, Golden Treas. Series.

Manual of Trees in N. America, Sargent.

Forerunner and Rivals of Christianity, Legge.

The Hungry Hearts, Phillips.

Mediaeval Byways, Salzman.

The Woman's Bible, pub. 1898, Stanton.

Primitive Semetic Religion Today, Curtiss.

Comforting Thoughts, Williams.

Sankya Aphorismus, Kapila.

Astronomy for All, Burgel.

Libra, Kirk.

For the White Christ, Bennett.

Alex. Hamilton, Oliver.

Modern Fables, Ade.

Life of Napoleon, Watson.

His Own Image, Dale.

Little Straw Wife, Fly.

Gray Days and Gold, Winter.

Mohammed and Islam, Goldzher.

Religion of the Semites, Robertson.

Narrative Exploits of Col. Davis Fanning.

History of the Parsis, Karaka.

Mohammed and Islam, Goldzher.

Secret Women, Philpot.

Three Brothers, Philpot.

Any of Early Works of E. P. Roc.

Swords and Plowshares, Crosby.

History of Accounting and Accountants, Brown.

BOOKS WANTED—Continued

Brentano's—Continued

- A Study of Death, Alden.
Private Key to Any Telegraphic Codes, Syllabic Reversible, pub. by Pidgin.
How to Play Golf, Travers.
Scientific Selections of Employeess, Emerson.
- Brentano's, F and Twelfth Sts., Washington, D. C.**
Fraser, Golden Rose.
Post, Strange Schemes of Randolph Mason.
McKillan, Chronicles of the Popes.
McCall, Business of Congress.
Brown, The Cabells and Their Kin.
Cambridge Modern History, vol. 14, Atlas.
- The Brick Row Book Chop, Inc., 104 High St., New Haven, Conn.**
Timlowe, History of Southampton.
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- Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.**
Book of Knowledge.
- Frank C. Brown, 44 Bromfield St., Boston 9, Mass.**
Salmon Fishing, W. Earle Hodgson, London, 1906.
A. & C. Black, New York, Macmillan.
- Brown University Library, Providence, R. I.**
Early, Jubal H., Memoir of Last Year of the War, 1866 or 1867.
Grigsby, Hugh B., Discourses on Little W. Tazewell, 1860.
- Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.**
Too Much Efficiency, Rath.
- Business Digest Service, 241 W. 37th St., New York**
Forty Years an Advertising Agent, George O. Rowell, pub. by Printers' Ink in 1906.
- Cadmus Book Shop, 312 West 34th St., New York**
Shakespeare, Dramatic Works, pub. by Hilliard, Boston, 1836, vol. 1, or a set.
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- Carson, Pirie, Scott & Company, Chicago, Ill.**
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- George M. Chandler, 75 E. Van Buren St., Chicago**
Washington's Writings, 14 vols., Putnams.
Burroughs, Whitman, Poet and Person, 1867.
Hodge, Way of Life.
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Harmons Journal, 1820.
Chase, Owen, Loss of the Essex.
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Carey, Political Economy, orig. edn.
Scott, Men of Letters, Doran, N. Y., 1918.
McElroy, Struggl for Missouri.
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Burk, Jones and Girardin, History of Virginia.
Correct English, vol. 19, no. 3.
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Gist, Christopher, Journals.
Howe's Historical Collections of Virginia.
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Smith's History of Virginia, Richmond, 1819.
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- E. P. Dutton & Co., 681 Fifth Ave., New York
 American Institute of Mining and Metallurgical Engineers, vol. 51-52.
 Burkitt, F. C., Early Eastern Christianity, 1904.
 Bagot, The Casting of Nets.
 Beebe, Our Search For a Wilderness.
 Clough, W. O., Gesta Pilato.
 Current History, vol. 3.
 Chimney Tops of Old Haddam.
 Churchill, M. T., Spirit Power.
 History of all Nations, 24 vols., Lee Bros., Phila.
 Johnston, Strange Adventures Down Green River.
 James, H. Y., Wings of a Dove, 2 vols., Scribner, 1902.
 Kenealy, Boat Sailing in Fair Weather and Foul.
 Knight, Boat Sailing.
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 More, P. E., 2 Shelburne Essays, 2nd Series.
 Masters, Spoon River Anthology, first edition.
 Moos, The Pope and His Inquisitors, A Drama, Cincinnati, 1860.
 Marion, Gen. Francis, Life by Major W. D. James, 1821.
 Masonic Journals, Especially those published by Moore at Cincinnati and others at Boston.
 McCorell, S. M., The Alarm, 1842.
 Man Who Would Be King, 1896.
 Mandalay, 1898, Mansfield Co., N. Y.
 Martyrs to the Revolution in British Prison Ships in Wallboat Bay.
 MacGill, University Mag., 1907, December.
 Notes for Boys (and their fathers), on morals, mind, and manners by An Old Boy, 1888, 1887.
 Small Boat Handling, Moore.
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 Eon and Eona.
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 Benson, Cat. of Etchings.
 Browne, Sir Thomas, Religio Medici, Bost., 1862, 2nd ed., 3rd, 4th, 7th and later eds.
 Bryant, Edward, What I Saw in California.
 Cincinnati, Soc. of Institution of, 1783, N. Y., 1886.
 Currier, J. J., Shipbuilding on Merrimac.
 DeVinne, Hist. Printing.
 Forbes, R. B., Personal Reminiscences.
 Hassaurek, F., Four Years Among Spanish Americans, 1867, N. Y.
 Hind, Hist. Etching.
 Howells, Silas Lapham, first ed.
 James, Wm., first eds.
 Lucas, Wanderer in Paris.
 MacGrath, Man on the Box.
 Mackenzie, Colonial Families of U. S., 1907.
 Marusia, Maid of Ukraine.
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 Merrick, G. B., Old Times on Upper Mississippi.
 Milton, Mass., Pamphlet on Cow Pox.
 Mount Desert, Hist. of, by Streeter.
 Newte, Horace, Sparrows.
 Oshchain, Handwoven Coverlets.
 Pool, Red Bridge Neighborhood.
 Richman, S. B., California Under Spain and Mexico, 1911.
 Rupert, Vt., Hist. of, by Hibbard, 1899.
 Sandwich, Mass., Glass Factory, Cat. of.
 Scott, Job, of Providence, R. I., Works of, 2 vols., Phila., 1831.

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Smith, J. P., Chris and Otho.
Strange, Mrs. A. R., House of Rochester in Ky., 1889.
Timperley, Dict. Printers and Printing.
Thorpe, Sir T. E., Hist. Chemistry, vol. 1 only, N. Y., 1909.
Genealogies: Pilgrim Alden.
Bockée (Bouquet) Family, 1897.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

St. Nicholas for January, 1919; October, 1896.

Harvard Co-operative Society, Inc., Cambridge, Mass.

Orchard, Evolution of the Old Testament Religion.
Muirhead, Eschalology of Gospel, Melrose.
Ditmar's Reptile Book, Doubleday, Page & Co.

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Catholic Encyclopaedia.
Osborn's Questioned Documents, last edition.
Furlong's Rivers of Life, 2 vols., and Atlas.
Cassius M. Clay, Speeches, etc.
McAfee's History of War of 1812.
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Sienkiewicz, Knights of the Cross.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.
Poe, The Raven, ill. Dore.
Poole's Index, vol. 5.

A. J. Huston, Portland, Maine.

Bangor Historical Magazine, vol. 1, parts 2, 4, 9, 10; vol. 6, part 10; vol. 6 complete.
Britten, Watch and Clockmaker's Handbook.
Catalogue of American Silver, pub. by Museum of Fine Arts, Boston.

A. J. Huston—Continued

Cyclopedia of Textiles, 6 or 7 vols., Am. Tech. Soc.
Elliott, Horae Apocalypticæ.
Eden, Garden in Venice.
Etting, Historical Account Old State House.
Holaind's Natural Law and Legal Practice.
Hoyt, Instantaneous Interest Tables.
Hudson Fulton Tercentary Exhibition of Colonial Silver at Metropolitan Museum of Art.
Hyatt, Footpath Way, Jacobs.
Asley, Forest Shore.
MacDonald, Government of Maine.
Neill, Dominic's Log.
Rice, Rocher Fendu.
Robinson's Checker Guide.
Smith, Handfuls on Purpose, vols. 1, 2, 4, 5 and 6.
Stevens, Recollections of James Lennox.
Taylor, Art of Cutting Metals.
White Faith, Letter Book.
Whitefield, Homes of Our Forefathers, Maine, New Hampshire and Vermont.
World's Best Music, Philharmonic ed., New York, 1907.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
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Old Manors of Virginia in Colonial Days, E. T. Sale, pub. J. B. Lippincott.

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Uniform of the Army of the U. S., illustrated, from
1774 to . . . authorized by Sec. of war and pre-
pared and published by the quartermaster general,
N. Y. Lith. by G. H. Buck & Co., Am. Lith. Co.,
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We cannot help enthusing over this list. All it lacks is an Oppenheim novel, and that is because we are sure *THE PROFITEERS* will keep on selling right through until Christmas.

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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 18, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Profits on Every Sale

IN every retail business there is a fairly well estimated figure which represents the cost of doing business. In every business there is frequent discussion as to what part of the total business can be done at less than that figure without seriously handicapping the general condition of the store and preventing its further progress.

It is quite obvious in the book-trade that if the general cost of doing business is to be 28% to 30%, only a small part of the business can be done at less than this or else the margin left at the end of the year will be entirely inadequate. Temptations to handle unprofitable material come from two directions; the very natural impulse to serve the community's book needs completely and the hope that there will be other profitable sales from having more people come to the store.

Magazines are handled on a margin of about 20%, but they are a quick turn-over with practically no investment and bring many people periodically to the store. The handling of textbooks has now practically passed from the bookstores as far as it is related to the common schools, but when many states put the margin for the retailer at 10%, this business became of dubious value and of very doubtful publicity value to the store. At a larger margin the school-book business can be handled competently and quickly at specific seasons so as to be worth while.

Almost every bookstore handles a considerable number of occasional orders for textbooks, the average discount on which is 20%. The handling of these orders is quite certainly a service to the community, and no dealer would refuse to undertake it, but the detail of handling special orders, which is costly, makes it quite clear that this work is a losing business and is to be done only with the idea of making the store a place of complete service. Book-

stores are sometimes asked why they do not carry the text editions of certain children's books, but when it is realized that the bookseller will lose 10c. on every \$1 worth sold, the reason for this is quite clear. The textbook editions were made and planned to be sold in bulk thru other channels.

Still another type of selling is brought up in a letter to the PUBLISHERS' WEEKLY of June 11th. A large firm of lumber dealers offer to supply their book on house building thru the trade at a discount of 25%. The bookseller who undertakes to handle this book will be handling it at a loss, and is thereby unfair to the general trade publisher who is supplying them at a working margin. The publishing of that letter has brought comment from other dealers, showing how frequently the bookseller is expected to handle books at a loss from the supposition that it is his duty as a public-spirited citizen. All retailers can afford to go a long way in fulfilling their part as citizens, and all retailers do, but if books are to be distributed by giving the public a point of contact with them at well appointed bookstores, it is certain that a margin must be provided for the expense of maintaining such bookstores. If certain books are sold more easily direct to customers, a similar margin is needed to cover advertising and in the long run the public must pay about the same price, unless the volume is wholly considered as part of an advertising plan, as with the book on building.

People often carelessly speak of a retailer's profit as the difference between the wholesale price and what he sells it for. A book that cost the retailer 80c. and is sold for \$1 is not sold at a profit. It is sold at about 10c. loss. There is no margin of profit until the cost of running the store is covered, and the country will get better books and cheaper books when the distributing system is in healthy condition, which means that the book business pays adequately for the attention given to it just as other retail businesses do.

The Postal Ban

FOLLOWING closely upon the announcement that Postmaster General Hays had decided to return the second-class postal privileges to the *New York Call*, the *Milwaukee Leader* and to the *Liberator*, comes a decision from the Court of Appeals of the District of Columbia, which, without referring

to the Postmaster General's decision, turns the matter in an entirely opposite direction and makes an even more unfortunate condition by deciding that these magazines should be denied mailing privileges, not because of disloyal articles in obstructing the draft, which was the ground of the first decision, but because the matter that they were printing ought to be classed as *indecent*, defining indecent as "anything that tends to incite arson, murder or assassination." Judge Lamar states that this is not an attack on the integrity or the freedom of the press but rather brings up the question of the prostitution of that freedom.

One peculiar result of such a decision is that these papers can apparently be mailed at the higher rate but are held from the mail at the lower rate. If the matter carried does incite arson and assassination, etc., why should it have any rights to the mails whatsoever?

The selections quoted from the *Call* to justify this decision would show that the book-trade could be attacked on many sides if its production were scanned under the same method and we would thus have censorship on political discussion, which is of far more serious importance to the country than the censorship of novels by the New York courts. One of the quotations from the *Call* reads: "Labor Day will never be fitly celebrated until the workers have taken possession of the world. They can do this whenever they choose. We are class-conscious revolutionists." This may not agree with one's idea of the state of things in this country, but one dislikes to admit that democracy is so much in danger that it cannot withstand such comment as this. If the republican form of government, which we have founded on that revolutionary document of the Declaration of Independence, cannot have in its midst open discussion on theories of property and government, it is in a far more serious condition than most of its advocates are willing to admit.

Publicity for Books and Bookstores

THERE is no doubt that the average newspaper reader can enjoy a good many columns of well written book reviews and of book gossip without having it enter into his head that the ideas under discussion are connected with cloth bound volumes that may be purchased and added to the shelves. Very often the more entertaining the review

the less likely it is that the person reading will go and buy the book, and all too often readers without the book buying habit do not even visualize a book at all, but are interested in the abstract ideas that the reviewer brings forward.

Steamship companies cannot rely wholly on pleasant stories of foreign travel to start people on the voyage. A man might read a most interesting volume on Bermuda without picturing it as a place for him to go. Beside the attractive account of the Islands there needs to come to the reader's mind a picture of the wharf and the boat and the pleasure of starting on a journey—something that actually connects him up with such a trip.

In the same way, would it not be well if more of the good book pages should place increasing emphasis on the fact that books are things that are sold, owned, enjoyed, loaned. The agencies that make book distribution possible are interesting to the public as well as the ideas in the books; publishing figures and experiences are interesting; bookstore gossip is interesting; stories of library work, caravan experiments, or stories of what books have done for those that received them. When more people visualize the book as a thing that can be purchased and owned as well as something to talk about casually, the authors will have found a larger public, and the bookstores and libraries a greater activity.

The Sales Tax

RETAILERS generally and the book-trade particularly will be interested to notice that the plan of a general sales tax is becoming more and more unpopular in Washington, in spite of the systematic work for it on the part of those who would like to see taxation shifted from other points.

As has been said previously in these columns, the book-trade would be particularly hard hit by such a tax, as fixed price merchandise leaves no opportunity for the retailer to pass on the tax increment as is possible in other merchandise. If such a tax once gets installed as an emergency measure, it will take a great deal of hard work ever to get it out, as is the case with all other forms of taxation. The best plan is to keep it out, which Congress apparently is planning to do tho the latest proposal has been to make the sales-tax specifically apply toward appropriations to be voted for soldier relief.

Bookselling and the United States Catalog

First Prize in United States Catalog Contest

By J. H. Roesgen,
Philadelphia

I WAS talking to a bookseller in a western city. He had just missed an order for a book thru inability to quote its price, and I admit, I was unable offhand to help him. The Trade List Annual was useless in this case because neither of us knew whose publication the book was. We both had guessed but guessed wrongly.

My friend grew confidential. "The trouble is my lack of memory" he said. "I often wish I had someone in the store with me who knew books thoroly, and one who could keep all such information at his tongue's end."

It was then I suggested that he install the "United States Catalog," with its up-to-the-minute accessory, the "Cumulative Book Index."

"Too expensive" was his argument; and he held to it, even when I showed him that he could not employ the kind of a person he had in mind a single month for so little money.

And while I talked to him I had a vision. Never before did I see so clearly the line of demarcation between the successful bookseller and the one who must ever depend on other lines to make bookselling possible.

This is how it works out.

A customer walks into a bookstore which is not equipped with the "United States Catalog" or "Cumulative Book Index." "I have a book here," she begins, "which I would like to buy a copy of. Also anything else by this author you have or can procure for me."

She holds up a copy, let us say of, "Mary Mary" by James Stephens. The bookseller, (we will call him Mr. A. to differentiate) does not have it in stock, but notices Small, Maynard & Co.'s imprint on the book. He goes to the latter's catalog and finds nothing else listed by James Stephens. Returning to the customer he reports finding only the one item. He gets an order for *one* book, which is, after all, more than he deserves.

But the customer feels sure that there are more books available by the author of "Mary Mary" and tries Mr. B.'s bookstore in further search. "What books can you get me by James Stephens?" she asks. Mr. B. consults the United States Catalog. The result is an order for *nine* books (which happen to be published by Macmillan) and better still his customer leaves the store in that triumphant state of mind called satisfaction.

Here is another example.

Mr. A. is called to the telephone. "What is that?—Proctor's 'Atlas of the Stars'—no I haven't it in stock; may I order it for you? What is the price? No, I couldn't tell you offhand. Do you know who publishes it? No, very well then." A sale lost!

Mr. B.'s telephone rings. "Proctor's 'Atlas of the Stars'—let me see." He leaves the 'phone and hastily opens the United States Catalog. He finds it a Longmans' book, price \$6.00. Another dive, this time in the Trade List Annual, which tells him that the price is still the same. He goes back not only with an answer to the question asked, but fully prepared for the probable question to follow—which is, by the way, the biggest element of real salesmanship. "No, I haven't the book here, but I can order a copy for you—the price? Yes, \$6.00—etc." The sale is made, and once more a customer has found service.

One more example.

Mr. A. is scowling at a letter in his morning mail. It reads: "Dear Sir: I have been reading, 'Lad, a Dog' by Terhune which you sold me and enjoy it so much that I am wondering what other good dog stories you know of to recommend. In fact, I should like to start a shelf in my library for just this class of fiction. Thanking you for any information you can give along this line, etc." Mr. A. thinks and thinks hard. There is, "Bruce," of course, and "Beautiful Joe" and after a long pause, "Michael, Brother of Jerry." He considers the "Son of the Wolf" and "Kazan" but does not include them because he is not sure whether these were about dogs or wolves. So he lets it go at that.

Now suppose Mr. B. had received that letter. He would have looked up the heading "Dogs" in the United States Catalog with its sub-heading "Fiction." In much less time than it took Mr. A. to cogitate he could have dictated a list of more than 25 books, and the very best of their kind.

And so it would have been had the customer wanted a list of books on the Marquesas Islands, Histories of the A. E. F., the Victorian Era of English Literature, Yogi Philosophy, or almost any other topic under the sun.

It is unnecessary to point out that Mr. B. has all the advantage as a bookseller. Yet I believe one half, perhaps more of the booksellers in this country try to do business without the "United States Catalog" and "Cumulative Book Index." Is it any wonder that bookselling as a profession is at so deplorably a low ebb?

If I were starting in the book business I would have the "United States Catalog" if I had to do without a cash register to pay for it. (Better to sacrifice the eggs, even gold ones, than the productive goose.) I would instruct every one of my associates to get the maximum usage out of it, and even drill them into the habit of using it. Furthermore I would keep it in an accessible place and en-

courage my customers to consult it; for catalog browsing to a booklover is almost as fascinating as browsing among books—and about as profitable to the dealer, too.

Finally I would keep it up to date by subscribing to the "Cumulative Book Index," and

if any perverse imp should ever whisper in my ears, "too expensive," I'd answer as Admiral Farragut did concerning the torpedoes in Mobile Bay! Not in a spirit of recklessness, but like Farragut again, from an abiding sense of the danger of standing still.

The Story of a Bookshop Expert

By Frederick D. Hartman

MAYFIELD drummed the desk impatiently with his fingers as he studied the pay roll list spread in front of him. Here it was the middle of April and the dull season lasting four months would soon be at hand. It was absolutely necessary to cut down the overhead—and the first place to use the knife must be on the pay roll. He would have to let Harter go and trust to luck that he might get a good man again in the fall. Harter was showing decided symptoms of spring fever anyway, so was the remainder of the staff so far as that was concerned. Mayfield himself sought excuses to be away from the store as frequently as possible.

It was hard to choose who must go—if only the business justified retaining the entire staff! For years even by the most careful managing it had only been possible to make four per cent on the invested capital and these four summer months simply drained off all the surplus accumulated in the winter and fall.

Mayfield next checked the name of Miss Fish to follow Harter on an enforced vacation—yet this seemed a cruel thing to do for she was the sole wage earner and source of income for herself and mother. "I'll call them together and show them the figures," he muttered to himself, "and then they will understand my position anyway." So he went thru the store asking each clerk to remain a few minutes after closing time for a meeting.

Such excitement, "What's the Boss up to?"—"Is something missing?"—"Is he going to sell out?"—were the questions the clerks were whispering to each other. Never had there been a meeting of the staff before!

It was just a little later that a man called to see Mayfield and presented his card. Mayfield glanced at it and read "G. PELHAM CRANDALL, BOOKSHOP EFFICIENCY EXPERT."

"How do you do Mr. Mayfield—I called to see you about a contract for our Bookshop Efficiency System. It will take only a few minutes for me to explain what my service means."

"You are quite right" said Mayfield "a few minutes will be sufficient. While I don't know what your plan is I can tell you one thing that for the past three years everyone has become pretty tired of efficiency experts. They have been an expensive luxury. And even if you convince me that you have something good I couldn't take it on now for I am planning to curtail all outlays."

"If you were acquainted with the book

business," he continued, "you would know that the next four months are dead and I am even having a meeting of the staff tonight to explain matters to them and advise them that it is necessary to offer some enforced vacations. If there were any money to be spent it would be kept for salaries."

"What you have just said" said Crandall "confirms my own ideas. Let me tell you my story. Ten years ago I owned a little bookstore in Azalea—and while that is some miles from here the conditions are quite similar. I had ten thousand dollars invested and for six years was only able to earn a moderate living and five per cent on my capital. It was each year the same old story—a good autumn and winter business with the profits drained by the late spring and summer slump.

"One year I was persuaded by someone whose name it is not necessary to repeat, to try certain new office and merchandising plans. The result was that I soon made three times as much for myself, doubled my staff and the business is paying fifteen per cent on the capital invested. Besides this the good will of the city towards the store has become a wonderful asset and even during my absence the store is running along smoothly and successfully.

"After my business got into what seemed fine running order I determined to make others see the reason for my success. I wrote a book explaining everything in detail. A good number of the books were sold but all that happened was that those who read them thru scorned the plan as visionary and theoretical—in spite of the fact that I was daily making money by it. This made it clear that to convince I must make people try it—a forceful feeding.

"I am prepared to make you this proposition. I will operate your store using your own staff for one year, to have absolute authority. To protect you I shall deposit with your bank tomorrow morning a bond sufficient to cover any possible loss to you in business, or good will. I will allow you your usual drawing account and you may remain at work or take a vacation, as you like. I suggest, however, in the latter case that you drop back for a visit once a month. In return I ask half of all net profits over and above what you made last year. What do you say—is it a bargain?"

"I think you are crazy" said Mayfield, but, if you protect me as outlined and make a contract satisfactory to my attorney, I'll do it. What's the first step?"

"Well to start, let me address your staff as soon as the store is closed and in the morning I shall meet you and your attorney at your bank."

By this time it was nearly five thirty and, when the last customer left the store, Mayfield locked the door and gathered the staff together and they listened to a very different program from the one Mayfield had originally planned for them.

Mayfield, after a few explanatory remarks, introduced Crandall.

"This afternoon" said Mr. Crandall "Mr. Mayfield had planned to call you together to explain that on account of the usual summer slump it would be necessary to lay one-third of the staff off for six weeks without pay. He disliked doing this as much as you probably would dislike having him do it.

"He has now been persuaded to turn the store over to me upon certain conditions and the first of these is that there shall be year-round work for each one of you, with a two weeks' vacation on full salary. For this coming year to be a success it will be absolutely necessary for me to have your hearty co-operation—and this you should willingly give for the success of this year will mean more money for everyone of you.

"The first new departure in our routine will be to have a weekly meeting of the staff and as it is impossible to have this during regular hours we shall have supper together every Wednesday night and then return to the store for a meeting at which we shall air our troubles and discuss the operating plans. Our slogan must be:

'Keep Ourselves Alive.

Keep Our Stock Alive,

Make Our Customers Glad to be Alive.'

"The only part of the plan there is time to discuss to-night is that relating to the condition of the stock. There is no matter which so directly affects the sales. It must become our habit to keep all of our stock absolutely clean and in attractive display arrangement. Every bit of stock, excepting only the reserves, must be gone over at least once each day, and after it is once in proper condition this will not seem an arduous task.

"Incidentally stock cleaning always proves the best way for keeping well informed regarding all the books, and nothing so favorably impresses a customer as to have a salesman show an accurate and thoro knowledge of the stock.

"It is on this point we shall direct our attack for the coming month. At the end of that time a prize of ten dollars will be given to the clerk who has consistently kept his stock in the best condition and developed the most thoro knowledge regarding it. There will also be two five dollar prizes for each of the best individual counter displays and arrangements of stock. You yourselves shall be the judges of these, each member of the staff having one vote each week. This will be all for to-night, unless Mr. Mayfield wishes to add something."

Mayfield merely expressed himself as being impressed with Crandall's attitude and enthusiasm. He had decided to go away for a month's vacation but would look forward eagerly to returning at the end of a month to note the progress of the store under the new management.

(To be continued)

Good Book-Making

THE coming to hand of the second volume of "The Catalogue of the John Carter Brown Library" brings again to our attention the remarkable typographical work that is being done by the Merrymount Press in preparing this catalog. No more difficult piece of bibliographical printing has ever been undertaken in this country, and, in spite of the varieties of type needed to give full descriptions of the books and the breaking up of the page by signs and symbols, a type page of remarkable beauty has been obtained, which should serve as an inspiration and model for American printers. The volume at hand is part two of volume one, thus bringing the list down thru 1599, with a complete index of the two parts. The frontispiece of the volume is a photograph of the library as it used to appear when housed in the residence of Mr. Brown. The binding with its smooth black cloth back and brown canvas sides has almost the beauty of a hand-tooled leather book because of the fine lettering and careful finish.

One often wishes that the custom were popular in this country of giving the book printer credit for his work. Until this is done, we are losing the benefit of a very strong in-

centive to raise our standards in book-making. This is brought to mind by a very beautiful octavo published by the Atlantic Monthly Press, "The Founding of New England" by James Truslow Adams. The type page is pleasant, the notes clear and well set, and the running heads of good type for the balance of the page. The volume has been bound so that the pages run pleasantly thru the hand, which is always one of the first virtues of good books that appeals to the user.

Charles S. Brooks is to be congratulated on having his interesting volumes of essays manufactured in the Yale University Press style. The bindings, with the cloth backs ribbed as with leather bindings, and with paper labels, have always been found attractive to the eye, either in bookshop or home library. The new volume is called "Hints to Pilgrims," and is uniform with three previous books.

The Lorado Taft's Scammon Lectures on "Modern Tendencies in Sculpture" have supplied the text for a beautiful art book published by the University of Chicago Press. The half-tones, so thickly scattered thru the book, are excellent representations of the sculpture under discussion and the whole

volume, covering as it does the European as well as American works, is one of the most attractive art books of recent months.

Putnam's pocket nature books have always been extremely well planned in their typography and illustrations. A new addition to this group is "Nantucket Wild Flowers," a handy volume with most attractive cover design and gilt top, and with illustrations that are unusually clear and effective. The color of the insert plates has been applied merely to the blossoms and not to the stems, and a very fine delicacy of effect has been secured, as is excellently shown in the picture of the Beech Plum in the frontispiece.

There has been a lengthy pause in the publishing of handy editions of classics, but in the case of the World's Classics, printed by the Oxford Press in England, new material is now coming to the front, which serves as a reason for mentioning the excellent typography and general likeableness of this little series, which are supplied in both cloth and leather. Leo Tolstoy's "Confession and What I Believe" is a book of about 400 pages; "Moby Dick" runs to nearly 700 and yet has clear and easily read pages; and Borrow's "Wild Wales" comes to over 600 pages.

Another English made series of books that the American book-trade has always been interested in is the *Artistic Craft Series* made by Isaac Pitnam & Sons. This series contains Edward Johnston's "Writing, Illuminating and Lettering," one of the best volumes ever written for the student of types. The new book that brings this series to mind is the one on "Wood Block Printing." The plates are very interesting and are reprinted in half-tone from the original colotype. The book will be valuable for any dealer who handles prints of this kind.

The new Cambridge Shakespeare in handy form, which has been published in this country by Macmillan Company, is an excellent example of careful adaptation of good types to the needs of a small volume of text and notes. The importance of attractive typography should always be especially recognized in reprinting old classics, as many people begin the rereading of a well-known book because the page and presswork appeal to them. From this point of view the Cambridge Shakespeare has an excellent start. The title page is in two columns, and the frontispiece is an excellent reproduction of the famous title page of the folio of 1623.

Adventures of a Bookseller

By Ketch

MISS Vampet was tall and willowy and blonde, was possessed of a baby stare, and had a habit of puckering up her mouth, when talking to you, as tho inviting osculation. While waiting upon one customer she always seemed to have her eye out for the next, except on those occasions when her customer happened to be tall, handsome and dashing, when she would, of course, concentrate on the moment. During the period of the War she would leave anything she was doing to take care of a uniform, and when the girls in the store sent off the Red Cross boxes, she sent no less than six. Yet the cessation of hostilities brought no connubial sequel, and Miss Vampet continued to be what she had always been, on the lookout.

On this particular afternoon business in the Bookstore was at a standstill, for not a customer had been in for almost half an hour, and Miss Vampet, Miss Gentleways and Mr. Ondeck sat on the ledge of the book-shelves quietly passing the time o' day. It seemed that Mr. Ondeck had been to the movies the evening before, and was quite enthusiastic over the play.

"You really ought to go, too, and see it," said he. "It is one of the best things I have seen this year."

"I'm sick of the movies," replied Miss Vampet. "Such mush! Why, when you've seen one, you've seen them all."

"Oh it isn't quite that bad," said Miss Gentleways. "I've seen some very good ones this year."

"You exaggerate, Miss Vampet. Of course I—"

"They exaggerate, you mean," she answered. "They're not true to life. Everything is overdone. To show that a man is in love they have him stumble around like an awkward cow, and spill his tea and make a silly spectacle of himself, when in reality a man in love does nothing of the kind."

"You ought to know," said Ondeck with a smile, "But I think you are wrong at that. Love is embarrassing to say the least, and a man in love will do some mighty queer things."

"Well I'm off the movies, anyway. I don't want to—"

At that precise moment the door opened, and in came a tall, handsome, well-dressed young man, at which the three rose simultaneously to their feet and started to meet him. Mr. Ondeck, who had quickly gained the lead, felt a restraining hand on his sleeve, and Miss Vampet said in an undertone,

"Not so fast, young man. I'll take care of him."

So Mr. Ondeck stopped and returned to his seat with Miss Gentleway's, while Miss Vampet continued on her way and met the new-comer with a winning smile. He for his part skinned his hat off his head without disturbing a hair, and warmly shook hands with her. For a moment they talked together in low tones, then Miss Vampet said,

"Yes I think we have a conv."

She came back to where Mr. Ondeck and Miss Gentleways were sitting, and ran her

eye over the shelves. Then she stood for a moment as tho lost in deep thought. At last she whispered to Mr. Ondeck,
 "Oh please help me. I'm in an awful pickle."

"What's the trouble," said he.

"He wants a book, and I forget the title!"

"Good Lord!"

"Put your brain to work, Mr. Ondeck! Please!"

"Why don't you go and ask him again?"

"Oh never!"

"Was it a business book?"

"No."

"A novel?"

"No-o. At least I don't think so. Oh Heavens!"

"History."

Miss Vampet brightened.

"Oh thank you! You have saved my life!"

And she drew from the shelves the Ferrero—Short History of Rome, Vol. I. She hurried down the aisle with it, but her haste proved her undoing; for in the aisle there was a small box that the girls stood upon when they wished to reach up to the cash system that carried the money to the cashier, and, altho she knew that it was there, and used it every day, hundreds of times, she now stumbled over it and plunged forward. The History of Rome flew out of her hand and slid along the floor face open; she made a frantic grab for some sort of support and pushed off a whole stack of books, then went reeling down onto her knees. The gentleman kindly helped her to her feet, and she laughed in an embarrassed way and murmured apologies. Then she stooped to recover the book that had fallen, but her customer unfortunately stooped at the same time, and their heads came together with a resounding thump. They quickly raised up, and holding their heads laughed at each other in a pained way. Both said, "How awkward of me" and both were of the color of the red, red rose.

Miss Vampet happened to look over her shoulder at this moment, and discovered Mr. Ondeck standing nearby, to all appearances reading a book; but she knew better. Only his eyes were visible above the book. . . . but those eyes seemed to dance, and plainly registered comprehension; and as she turned back to her customer she heard him singing softly to himself.

"Love is just a game that two are playing.

Love is after all a game of chance."

Her customer finally finished his perusal of the volume, and handing it to her, said that he would take it. So she smiled and took a step backward, which did not help the situation, as she encountered the box again and for a moment gave an excellent exhibition of a rope-walker struggling for equilibrium. But she did not fall this time, and soon was walking—with great dignity—back to the wrapping table, where she tied up the book and returned without accident. He took the book from her and handed her two dollars, after which they stood talking for quite a time.

She talked at random and kept wondering why he did not go; but he stayed on, so she talked on and on. At last she smiled sweetly upon him and said,

"So glad to have seen you again."

Her air was plainly one of dismissal, but her customer did not go. So she talked some more. But as he did not hold up his end of the conversation it finally petered out and for a moment they stood silent. Then she offered him her hand, and with the sweetest of smiles, said,

"What a pleasure to have seen you again! Do come in once in a while."

But he did not take the proffered hand; instead he said rather apologetically,

"Thank you, I will. Haven't I some change coming?"

Miss Vampet turned scarlet and with embarrassed laughter, apologized again and again. She hastened to make out the sale



"LOVE IS A GAME THAT TWO ARE PLAYING"

ticket and send it up to the cashier, and then as she stood waiting for it to come back, she stole a look at Mr. Ondeck. The book was flat against his face, his shoulders were heaving and a small noise emanated from him, like the noise of a mouse in the waste basket. In that moment she hated him with a holy hatred. She gave the gentleman his change, he departed at last, and she sat down and began to read absorberly.

"One of the best shows I ever saw," said Ondeck. "But don't you think you rather overdid that first reel?"

A recent issue of the PUBLISHERS' WEEKLY flew past his head, undaunted he continued.

"Yes, a remarkable performance, and I have only one criticism to offer: didn't you think the 'fade-out' a little too prolonged. Miss Gentleways?"

Von Mach Suit Settled

THE suit for \$250,000 damages brought by Edmund von Mach, who conducted the "Horror on the Rhine" mass meeting, against the Macmillan Company for failure to publish his book on the war, was settled out of court.

The controversy arose over the refusal of the Macmillan Company to publish the book on the ground that it was pro-German.

A Bookman's Reading

WHEN we were talking about this subject before, we mentioned the need of a good list of books that have booksellers in them, and two friends have added to the number then mentioned. We had forgotten all about "David Grieve" of Mrs. Humphry Ward, and will have to get a copy to add to this shelf. Then there is William Allen White's book, "In the Heart of a Fool," in which a bookseller is the fine spirited character of the piece; E. V. Lucas' "Over Bemer-ton's" was a rare treat for the bookman, and J. C. Snaith gave us "William, Jr." Then, too, we are reminded that "The Haunted Bookshop" was omitted. Perhaps we thought every book-man owned his Roger Mifflin books.

There is one thing that no bookman should miss among the new publications, and that is Mr. Wells' book on "The Salvaging of Civilization," the chapters entitled "The Bible of Civilization" and "The Schooling of the World." Here is food for thought for those interested in giving the book its full place in world affairs and in personal growth.

Byrne Hackett's Brick Row Book Shop at New Haven has a lot of good items that a bookseller would covet, and we are glad to have obtained from the De Vinne library Charles Knight's "Shadows of Old Booksellers." Leafing thru its pages we are reminded that booksellers are an older fraternity than publishers, and these latter have only taken over a few of the functions that the booksellers became too busy to take care of, Dunton, Tonson and Dodsley—what a fine bouquet of anecdotes gathers round these names.

We have picked up in the second-hand store a volume with the intriguing title, "The Successful Bookseller," issued in London in 1906, a date at which it would have been difficult for an American to have written with that caption. This volume very properly starts with the suggestion that capital is required before entering the book business, and that a bank account should be opened. This very practical consideration is sometimes forgotten by those entering the field.

Somebody ought to reprint the volume issued by the Grafton Press in 1906 entitled "The Building of a Book." It was edited by Frederick H. Hitchcock, who was the manager of the Grafton Press business, and had an introduction by De Vinne. This book has chapters on every phase of book-making from the author and literary agent to the traveling salesman and the wholesaler's problems. Such a complete survey of this field is not available elsewhere, altho the PUBLISHERS' WEEKLY is endeavoring to cover similar subjects more completely.

We have been much interested in the World's Work article on "Authors and Best Sellers," written by Arthur Bartlett Maurice, former editor of the Bookman. The article contains some interesting statistics about how sales have developed.

Good Advertising

THE Edison questions have started an immense amount of discussion on the sources of current knowledge, which has been taken advantage of in many directions. The new revised "Encyclopedia Americana" has used full page advertisements, showing the exact volume and page where the answers to these questions can be found—a good example of prompt use of current events, which might well be copied by the bookseller in getting his books to the public attention.

Major Putnam

"THE literary world of London gets cheerier," says the London *Graphic* of May 21st, "more like its old self, for one reason, perhaps, because George Haven Putnam is here from America. Boy and man, he has crossed the Atlantic, in the interest of Anglo-American literature, for nearer sixty years than fifty. He thinks he has made the passage, east or west, a hundred and thirty-one times, and he is sure he knows every bit of Atlantic scenery. Always he brings us brisk optimism and a sound outlook on new books and old authors, and always, in America he is our champion. Something should really be done to mark Mr. Putnam's services as the great Ambassador of Letters, and now's the time, for years ago France gave him its famous Legion of Honour."

The Dial Endows American Authorship

GILBERT Seldes, the managing editor of the *Dial*, recently made the following announcement:

"Two thousand dollars will be paid January 1, 1922, and annually thereafter, by the *Dial Magazine*, to a young American writer. This is intended to acknowledge, at least in a small way, the service to letters of one of those who have contributed to the *Dial* in the preceding year. The money is not a prize, and the *Dial* is not instituting a competition; nor are there any special terms or conditions. The editors of the *Dial* feel that while many American writers make handsome livings thru their work, others of a more intellectual and therefore less readily apprehended talent cannot appeal to so large audiences. They are thus compelled to spend some of the best years of their lives without recognition and without the means to leave them free to work at their art. As the *Dial* is not a money-making institution, it cannot support writers generally. But it hopes each year to set one young American writer free for twelve months so that he may have the only freedom which counts—the freedom to do what he wants most to do. The sum of \$2000 is intended to represent the equivalent of a year's leisure. No restriction will be put upon the recipient, however, and he or she will be free to spend the money in any way."



ROBERT CORTES HOLLIDAY, CHRISTOPHER MORLEY, HOMER CROY, HORACE DOUBLEDAY AND FRANK N. DOUBLEDAY AT THE PEONY PARTY, GARDEN CITY

Doubleday Garden Party

A LARGE party of authors, editors and bookmen took a special train for Garden City on June 6th to attend the peony garden party that was planned by Doubleday, Page & Company. The day proved remarkably suited for an outdoor festivity, and the special exhibit was a gathering of more than three hundred varieties which were in full bloom, a collection that has been gathered by the American Peony Society. Another special feature of the outdoor development at Garden City is the evergreen garden, where more than a hundred different kinds of conifers are to be seen. After the strawberry festival on the broad lawn, many of the guests asked to be shown thru the press, which brings together under one roof every process in the making of a book, even to the beautiful hand-tooled bindings which are being produced by the French binders. Another interesting feature of the afternoon was the lawn bowls tournament, in which Christopher Morley led off.

What Business Men Read

SYSTEM publishes each month a summarization of certain magazine articles and books which have been of special interest to business men. The article is called each month "What Business Men Read Last Month," and the list of the seventeen prominent business men who send in votes is given. These men tell each month which among the books and articles they have recently read they consider most valuable. The month's vote is gone over carefully by the editors of *System*, who select, according to the number and strength of the recommendations, certain of the books and articles for summarization. In the July number, the following books receive especial notice: "Imagination in Business," by Lorin F. Deland.

Harper.

"Immigration and The Future," by Frances Keller. *Doran.*

"The New State—Group Organization and the Solution of Popular Government." *Longmans.*

Prize for Illustrations

A PRIZE of \$150 has been offered thru the Grolier Club for the best set of from four to eight illustrations for either "Daisy Miller," "Elsie Venner," "Cecil Dreame," or "Ethan Frome." In case of publication, an additional \$300 will be paid for the illustrations used. The designs must be delivered by November 1, 1921, and details of the competition may be obtained from Howard Mansfield, Chairman of the Committee on Publications of the Grolier Club, 47 East 60th Street, New York.

Odd Books on China

THE extremely interesting speech of G. M. L. Brown, of the Orientalia Bookshop, at the Booksellers' Convention, in which he told of his methods in special publicity, gives added interest to the copy of the booklist that has just come from there.

Mr. Brown has succeeded in getting remarkably fine appearance out of the mimeograph process. This list on buff paper is headed "A Booklist From Orientalia, 22 East 60th Street, Scarce and Odd Books on China." The type used on the mimeograph is not the ordinary upper and lower case, but is done in large and small caps on a narrow but long sheet on both sides of the paper.

The result is a list that is almost as readable as printed type and must be easy to get out. The two sheets on both sides of the paper contain fifty-seven numbered items, the total possible sales running into several hundred dollars. This form of circular offers a very interesting possibility to the small shop and the large shop wishing to issue a quick list to a special customer.

More Juvenile Publicity

ANOTHER interesting program of carefully planned publicity for children's books is explained in a folder that has just been sent out by the Milton Bradley Company of Springfield. As with the Rand, McNally program that has been announced, it is planned to emphasize the home interest in books, family round the reading table, child at bed time, the outdoor boy with his book and dog. Full page advertisements are designed with pictures at the top and book mottoes, such as "The Best Gift of All—A Worth While Book," "Good Books Make Better Homes," "A Good Book Is a True Friend," "Good Books Are the Foundation of Happy Childhood."

This is the fourth campaign that the Bradley Company has carried on, but this will be on a larger scale than has ever before been attempted. Some of the magazines in which the copy is to appear are the *Woman's Home Companion*, *St. Nicholas*, *Atlantic*, *Century*, *Scribner's*, *Harper's*, *Good Housekeeping*, and *Child's Costume Royal*. The circular promises the retailer attractive display cards and electros to enable him to key his advertising up with the national program.

Effective Advertising by the Old Corner Bookstore

I asked for "Main Street" at the library.
They said,
"We'll put you 47th on the waiting list,
And then
(Unless the book's worn out)
We'll send
A card."

I borrowed "Main Street" from a friend.
I read it in the tub.
The shower dripped.

I said,
"I'll borrow neither from town nor friend.
I'll Buy a Book a Week."

So then
I went into a bookstore
And asked
For Dostoevski's
"The Idiot"
But she replied
(Patting her ear muffs)
"We don't keep
Dr. Esty's
"The Idiot,"
But here's S. Stanley Hall."
Then, said I,
"Give me Wells' 'Outlines.'"
But she gave me Burgess's
"Cut-outs."

Desperate:
I did a desperate thing.
I took a friend's advice.
He said,
"The idea's good, but the execution faulty."
He said,
"You got on the right train, but you got off at
the wrong station."
He said,
"Don't give up your Book a Week, but go
where they know what a book is."

I took his advice.
I went to
The Old Corner Book Store,
27 Bromfield St., Boston.
When I asked for "The Idiot"
They gave me "The Idiot."
When I asked for Wells' "Outlines"
They gave me Wells' "Outlines."

And now
I go there every week
And buy
A book,
And when I don't know what to buy, they tell
me,
And tell me
Right.

Which proves
It isn't only knowing what to get but
Where to get it
That counts.

Among the Publishers

A Week's Gleanings of Book-trade News

F. SCOTT FITZGERALD'S new novel which Scribner will publish will be called "The Beautiful and Damned."

AMONG the new Grosset and Dunlap reprints are "Black Beauty" by Anna Sewell and "Keeping Up With Lizzie" by Irving Bacheller.

HUEBSCH has taken over from John Lane Company the first three books by Sherwood Anderson, "Windy MacPherson's Son," "Marching Men," and "Mid-American Chants."

NEWBEGIN'S, San Francisco, are distributing agents for Dr. Robertson's book, "Poe, A Study," for which Theodore Dreiser has such high praise. Dr. Robertson is a well known collector of first editions, especially of Poe and other American writers.

WITH the new Canadian copyright bill the chief topic of conversation in bookish circles, and the question of Canadian exchange demanding frequent asides, "The United States and Canada" by George M. Wrong, Abingdon Press, is one of the most timely of recent books.

MARY PICKFORD has closed a contract for the screen rights to Mrs. C. V. Jamison's juvenile classic, "Lady Jane" (Scribner). This is good news to movie fans and the many admirers of the book. Where, tho, will a great blue heron who can dance be found?

ALL the material, which has been appearing serially in *the Freeman*, the "Diary of Anton Chekhov," "An Appreciation of Chekhov" by Maxim Gorky, and "Reminiscences of Chekhov" by Kuprin and Bunin, will be published later by Huebsch in book form.

ON August 1, "The Master of Man" the first Hall Caine novel in eight years will be published by Lippincott. The story was begun the year before the war and was laid aside because of the pressure of urgent national and patriotic duty. On the day of the Armistice, it was taken up again and after two years further work completed.

THE Cosmopolitan Book Corporation, in the \$100,000 advertising schedule, planned for the fall for "The Flaming Forest" by James Oliver Curwood, and "The Pride of Palomar" by Peter B. Kyne, has taken newspaper and periodical space which it estimates will reach over 12,000,000 families, 17 general magazines will be used; 5 religious magazines; 9 college and university publications; and 22 leading newspapers. "The Flaming Forest" will be published August 24, and "The Pride of Palomar" will be published September 24.

DOUBLEDAY, PAGE will publish during August "The Beloved Woman" by Kathleen Norris and "Her Father's Daughter" by Gene Stratton-Porter.

HEYWOOD BROWN has delivered the manuscript of his seriously jesting essays entitled "Seeing Things at Night" to Harcourt, Brace & Co. The book will appear this summer.

EVERYONE expected Floyd Dell's "Moon-Calf" to have a sequel, since it ended just as the hero, Felix Fay was starting for Chicago. The sequel, "The Briary-Bush" will be one of the fall publications of Alfred Knopf.

PUTNAM has taken over from the Atlantic Monthly Press, "The Story of Opal, The Journal of an Understanding Heart" by Opal Whiteley. In the fall, another book by Opal, a companion volume, will be published by Putnam.

GEORGE JEAN NATHAN sails for Europe next week to obtain material for his sixth book on the theater. He is to study the Hungarian theater as the guest of Arpad Pásztor, the distinguished Hungarian dramatist.

THREE OF Fannie Hurst's short stories, dramatized by herself, without the usual collaboration, are announced for autumn production. The famous "Humoresque," produced by Hartley Manners, is to be played with Laurette Taylor in the mother rôle. A. H. Woods is producing "Back Pay" with Helen McKellar in the stellar rôle. "Roulette" has been bought and is scheduled for production by Sam Harris.

"A PENNY WHISTLE," a collection of the light verse of Bert Leston Taylor, with a foreword by Franklin P. Adams, will be published by Knopf in the fall. B. L. T. considered these verses his best of the last eight years, and the title and sequence of the poems is his also. In the spring, the second volume will be ready, "The So-Called Human Race," reprinted from his famous column in the *Chicago Tribune*, "A Line-o'-Type or Two."

THE Doran Company has purchased from the Bobbs-Merrill Company, Mary Roberts Rinehart's first seven novels, "The Circular Staircase," "The Man in Lower Ten," "When a Man Marries," "The Window at the White Cat," "The Amazing Adventures of Letitia Carberry," "Where There's a Will" and "The Case of Jennie Brice." Mrs. Rinehart did not begin to write until she was twenty-eight. Her first efforts were in the line of poetry. Her first sale was an article telling how she organized her housekeeping staff. "The Circular Staircase" was her first novel.

Communications

Believes Bible Prices Low

A. J. HOLMAN COMPANY,
PHILADELPHIA, MAY 19, 1921.

Editor, PUBLISHERS' WEEKLY:

Dear Sir: We have read with interest your editorial on book prices and Mr. Penzel's letter to his fellow booksellers of Indiana, and take the liberty of writing in connection therewith. The assumption that prices of Bibles are based on the higher costs does not apply to the undersigned company and we doubt if it does to other Bible publishers, altho we do not speak for them. We make the positive assertion, however, that our prices were not based on the highest costs of materials and labor, and that a better Bible is being produced to-day than in 1914.

The following comparisons between 1914 and 1921 prices would seem to be in order:

Skiver, approximately double; cowhide binding, three times as much; gold leaf, six dollars more a pack. Even pasteboard containers have been increased from \$1.90 per hundred to \$6.70. As to labor, it is difficult to keep the cost to two and one-half times for the completed book. Some departments show three times former cost.

The quality of paper for Teachers' and small Bibles deteriorated so much and the cost of making the Bibles increased so, that this house felt that the ultimate purchaser of the Bible was entitled to consideration and the result, so far as the Holman Bible is concerned, is that he is getting a Bible with the finest grade of (Warren) paper and such as was not used in 1914.

The printers of Philadelphia are now out, demanding, not that their high scales of wages be retained, but that they be put on a lower basic week rate, which would mean fifty hours' pay for forty-eight hours' work.

Whenever Bible prices show any inclination of keeping pace with other books, old plates are resurrected and "cheap editions" printed. Our salesmen inform us that the cut in price in existence today is practically nil and is, in fact, less than it was when Bibles were selling around \$1.25 a copy.

Any publisher is at liberty to make the Bible and the fact that there are few publishers in this particular field is good evidence that the returns are not attractive. Even today, the Bible is the lowest priced book in the country. Bibles contain from one to two thousand pages and must be printed on thin, opaque, costly paper and the output of properly printed Bible sheets per hour is between 50% and 65% that of ordinary books. Then, too, the books are usually bound in the best grade of leather and have pure gold edges and stamping.

The Holman Bible business has grown in volume, regardless of high prices, because of honestly made books at "honest" prices.

A. J. HOLMAN Co.,
Wm. H. Isbister, Treasurer.

More Recent Dramas Available

Drama Book Shop, 29 West 47th Street,
June 13, 1921.

Editor, PUBLISHERS' WEEKLY:

May we add to Heywood Brown's list of current and recent productions which are available in print, as quoted in your issue of June 4th, the following plays:

"Mary Stuart"—Drinkwater.
"Harlequinade"—Granville Barker.
"Mixed Marriage"—St. John Ervine.
"John Ferguson"—St. John Ervine.
"Eyvind of the Hills"—Sigur-Jonsson.
"Peg O' My Heart"—Hartley Manners.
"A Night at an Inn"—Dunsany.

Very truly yours,
GRACE R. ROBINSON.
Manager.

Personal Notes

GEORGE H. GRUBB has for thirty-three years, been associated with the London House of G. P. Putnam's Sons; and since the London concern became a limited liability company, Mr. Grubb has held the position as Director. He has now also been elected a Director of the New York House, and is giving particular attention to the arrangements, for the New York list for books, the English editions of which are in the hands of other British publishers.

T. H. SOFIELD, who has completed twenty-five years' service with the London House of G. P. Putnam's Sons, Ltd., has been elected a Director of the Company.

DAVID H. MARTIN, Assistant Manager for Isaac Pitman and Sons, Shorthand Publishers, celebrated the 25th anniversary of his association with the firm on June 6, 1921.

Business Notes

BOSTON—The Misses Beckford of the Gardenside Bookshop announce that George T. Jukes, for many years proprietor of the Ruskin Book Stores, 35 St. Martins Court, London, W. C., has joined them as manager.

Mr. Jukes has had 16 years experience in Rare Books, and it is his intention that the Gardenside Bookshop shall carry one of the finest collections of rare and fine books in the country.

NEW YORK.—E. Byrne Hackett representing The Brick Row Book Shop, Inc., is sailing July 2 and will spend the summer book-hunting in London, Dublin, Paris, and Edinburgh. He will be pleased to execute any commissions. A list of wants will ensure quotation without necessarily obligating the customer.

WACO, TEXAS.—A. F. Von Blon is moving from his present quarters to 413 Franklin Ave. He will have double floor space in his new shop and is planning to carry a more general line of new books.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alden, Raymond Macdonald, ed.

Poems of the English race. 17+410 p. O c. N. Y., Scribner \$2.75 n.

An anthology which best illustrates the progressive development in thought and in action of English-speaking peoples.

Arber, Edward Alexander Newell

Devonian floras; a study of the origin of cormophyta; with a preface by D. H. Scott. 6+100 p. (4½ p. bibl.) front. (por.) il. pls. O '21 N. Y., Macmillan \$7 n.

A technical study of plant life of the Devonian period.

Audsley, George Ashdown

Organ-stops and their artistic registration; names, forms, construction, tonalities, and offices in scientific combination. 4+294 p. front. il. pls. O [c. '21] N. Y., The H. W. Gray Co. \$2.50 n.

Bacheller, Irving Addison

Keeping up with Lizzie; il. by W. H. D. Koerner. 157 p. front. pls. S (Popular copyrights) [c. '10-'11] N. Y., Grosset & Dunlap \$1

Bailey, Temple, i. e., Irene Temple

Glory of youth; il. by Henry Hutt and C. S. Corson. 331 p. front. pls. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap \$1

The tin soldier; il. by F. Vaux Wilson. 456 p. front. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Balfour-Browne, Frank

Keys to the orders of insects. 58 p. (inter-leaved) diagrs. O '20 N. Y., Macmillan pap. \$3 n.

The author is lecturer in zoology, University of Cambridge, England.

Adams, Louise E. W.

A study in the commerce of Latium; from the early Iron age through the 6th century, B. C. 84 p. (¾ p. bibl.) O (Smith College classic studies, no. 2) '21 Northampton, Mass., Smith College Library 75 c.

Beede, Joshua William, and Bentley, W. P.

The geology of Coke County, [Texas.] 80 p. pls. maps (part fold, and part col. in pocket) tabs. told. chart O (Bull. 1850) Austin, Tex., Univ. of Texas pap.

Bittner, Walter Simon, ed.

The community center; list of lantern slides

Berlitz, Maximilian Delphinus

Éléments de la littérature française, à l'usage d'élèves de nationalité étrangère; texte et extraits; nouv. éd. américaine. 4+311 p. D '21 N. Y., The Berlitz School of Languages \$2 n.

Broomhall, Edith J.

Spanish composition. 9+127+36 p. D [c. '21] Bost., Allyn & Bacon \$1.20 n.

Brown, Basil

Law sports at Gray's Inn; 1594; including Shakespeare's connection with the Inn's of Court, the origin of the Capias Utlegatum re Coke and Bacon, Francis Bacon's connection with Warwickshire; together with a reprint of the Gesta Grayorum; [or, The history of the high and mighty Prince Henry] various paging front. (facsm.) O c. N. Y., Unity Press, 741 St. Nicholas Ave. bds. \$3 n.

Brubaker, Albert Philson

A compend of human physiology especially adapted for the use of medical students; 15th ed. 8+264 p. il. D (Blakiston's compends) [c. '21] Phil., Blakiston \$2 n.

Budge, Ernest A. Wallis

The Babylonian story of the deluge; and the Epic of Gilgamesh; with an Account of the royal libraries of Nineveh. 58 p. il. O (British Museum) '21 N. Y., Oxford Univ. Press 45 c.

Bugge, Jens

Practical minor tactics; with a foreword by John F. Morrison. 9+126 p. fold. maps O c. N. Y., Appleton \$2 n.

The author was formerly instructor in minor tactics, U. S. Military Academy, West Point.

with notes on the community schoolhouse. 30 p. (3 p. bibl.) pls. il. O (Bull. of the Extension div., v. 5, no. 8) '20 Bloomington, Ind., Indiana University pap.

Brannon, Peter A., comp.

Handbook of the Alabama anthropological society. 60 p. O (Historical and patriotic ser.) '20 Montgomery, Ala., Alabama State Dept. of Archives and History pap. gratis

Brossard, Edgar Bernard

Some types of irrigation farming in Utah. 140 p. tabs. maps O (Bull. no. 177) '20 Logan, Utah, Utah Agricultural College; Experiment Station pap.

Byers, Andrew L., comp.

Birds and animals. 96 p. il. O (v. 7; Boys and girls' fireside ser.) [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Carter, Thomas

Life and letters of Paul; introd. by Mrs. Hume R. Steele. 231 p. S c. Nashville, Tenn., Smith & Lamar \$1 n.

This book is designed as a companion to the author's 'Story of the New Testament.'

Cousins, Frank, and Riley, Phil M.

The Colonial architecture of Philadelphia. 225 p. il. pls. O [c. '20] Bost., Little, Brown \$10 [750 copies]

Crile, George Washington

A physical interpretation of shock, exhaustion, and restoration; and extension of the Kinetic theory; ed. by Amy F. Rowland. 16+232 p. il. O '21 N. Y., Oxford Univ. Press \$8.75

Croft, Terrell Williams

Wiring for light and power; a detailed and fully il. commentary on the national electrical code; 3rd ed.; with important 1921 supplement. 42+14+465 p. il. D [c. '21] N. Y., McGraw-Hill \$3 n.

Curry, Charles Madison, and Clippinger, Erle Elsworth, eds.

Children's literature; a textbook of sources

for teachers and teacher-training classes; ed. with introductions, notes, and bibliographies. 12+693 p. O [c. '21] Chic., N. Y., Rand, McNally \$3.50 n.

Dana, John Cotton

A plan for a new museum, the kind of museum it will profit a city to maintain. 57 p. O (New museum ser. no. 4) '20 Woodstock, Vt., The Elm Tree Press pap. \$2 n.

Dell, Ethel May

The safety curtain and other stories. 382 p. front. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Douglas, Paul H.

American apprenticeship and industrial education. 348 p. (4¼ p. bibl.) tabs. O (Studies in history, economics and public law; v. 95, no. 2; whole no. 216) c. N. Y., Longmans, Green pap. \$3.50 n.

Eltzholtz, Carl Frederick

The child; its relation to God and the church. 56 p. S [c. '21] N. Y. and Cin., Methodist Bk. Concern 50 c. n.

Partial contents: The child and the Bible; The child and theology; The child neglected.

Everett, Heolyn Louise

The hills of Arcetri. [verse.] 79 p. D '21 N. Y., J. Lane bds. \$1.50 n.

A study, in verse, of the moods and colors of Italian life.

Brownson, Mary Wilson, and Kerst, Vanda E.

Victory through conflict; [a pageant]; the music written or arranged by Walter Wild; the dances directed by Marion Gifford; il. by Woodman Thompson; given on the college campus June 8-9, 1920; during the 50th anniversary celebration. 17+42 p. front. il. plan [c. '20] Pittsburgh, Pa., Pennsylvania College for Women pap. 50 c. n.

Bull, Sidney Augustus

History of the town of Carlisle, Mass.; 1754-1920; with biographical sketches of prominent persons. 11+365 p. front. pls. pors. O '20 Cambridge, Mass., The Murray Pr. Co. \$6

Bundscho, J. M.

Here type can serve you. 183 p. pls. Q [c. '20] Chic., J. M. Bundscho, 58 E. Washington St. bds. priv. pr.

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Bungalowcraft "Homes not houses"; stucco, colonial and Swiss chalet bungalows; a book on the stucco, colonial and Swiss chalet bungalow building in its latest development; [illustrating] the charming bungalows of Los Angeles, Pasadena and adjacent towns; the most efficient aid to beautiful and convenient home building. [6th ed.] 52 p. il. plans O c. Los Angeles, Cal., The Bungalowcraft Co. pap. 50 c.

Bunn, Charles Wilson

A brief survey of the jurisdiction and practice of the courts of the United States; 2nd ed. 3+143 p. D c. St. Paul, Minn., West Pub. Co., 50 W. 3rd St. \$2.50 n.

Carroll, W. E.

Feeding work horses. 18 p. O (Circular no. 43) '20 Logan, Utah, Utah Agric. College, Experiment Station pap.

Chapman, George Henry

Tobacco investigations; progress report. 38 p. pls. charts O (Bull. no. 195) '20 Amherst, Mass., Agricultural Experiment Station pap. gratis

Cisoe, Charles L.

Welfare work in the steel industry; an address; delivered at the annual meeting of the American Iron and Steel Institute, the Commodore Hotel, New

York City, May 28th, 1920. 45 p. il. pls. tabs. D N. Y., United States Steel Corp., Bu. of Safety, Sanitation and Welfare, 71 B'way. pap. gratis

Clubbe, Charles P. B.

The diagnosis and treatment of intussusception; 2nd ed. 10+92 p. O '21 N. Y., Oxford Univ. Press \$2.50

Cohen, Mary M.

An old Philadelphia cemetery, the resting place of Rebecca Gratz; written for the City history society of Philadelphia; and read by [the author] at the meeting of Wednesday, November 14, 1906; [an account of the Mikveh Israel cemetery and the Mikveh Israel congregation.] various paging O (Philadelphia history, v. 2, no. 4) '20 Phil., City History Society pap. 50 c. n.

Coleman, Glen M.

Golden mud. [verse] 36 p. O '21 Mount Vernon, Ia., [Author] pap. 40 c.

Connecticut. State Library

Select list of manuscripts in the Connecticut state library. 32 p. O (Bull. no. 9) '20 Hartford, Conn., State Library pap. gratis

Duggan, Mell L., and Bolton, Euri Belle

Educational survey of Lee County, Georgia. 25 p. front. (map) charts pls. O (No. 28) '20 Atlanta, Ga., State Dept. of Education pap.

Educational survey of Miller County, Georgia. 47 p. il. charts tabs. diags. O (No. 29) '20 Atlanta, Ga., State Dept. of Education pap.

Evans, Mrs. Adelaide Bee

Strange peoples and customs; [story of missions in the Far East.] 7+316 p. front. il. maps D [c. '21] Mountain View, Cal., Pacific Press \$1.25 n.

Fisher, Herbert Albert Laurens

An international experiment; the Earl Gray memorial lecture delivered Feb. 26, 1921, at the Armstrong college, Newcastle-on-Tyne. 40 p. O '21 N. Y., Oxford Univ. Press pap. 90 c.

Fitzmaurice-Kelly, Julia, comp.

Garcilaso de la Vega el Inca; trozas escogidas de la Florida del Inca. 8+71 p. O '21 N. Y., Oxford Univ. Press \$1.35

Flower, Jessie Graham

Grace Harlowe's overland riders on the old Apache trail. 255 p. front. il. D (Grace Harlowe's overland ser.) [c. '21] Phil., Altemus \$1

Foster, William, ed.

Early travels in India; 1583-1619. 14+352 p. il. O '21 N. Y., Oxford Univ. Press \$5.65; India pap. \$6.75

France, Anatole, pseud. [Jacques-Anatole Thibault]

A mummer's tale; a tr. by Charles E. Roche. 240 p. O '21 N. Y., J. Lane \$2.50 n.
A story of a woman who had two lovers, one of whom killed himself when rejected, and whose spirit came between her and the man she really loved.

Fraser, William Alexander

Bulldog Carney. 306 p. D (Popular copy-rights) [c. '19] N. Y., Grosset & Dunlap \$1

Freund, Ida

The experimental basis of chemistry; suggestions for a series of experiments illustrative of the fundamental principles of chemistry; ed. by A. Hutchinson and M. Beatrice Thomas. 13+408 p. tabs. il. diags. O '20 N. Y., Macmillan \$9 n.

Partial contents: The nature and recognition of chemical change; The part which air plays in combustion; The conservation of mass; The law of fixed ratios; Combining equivalent weights; The law of combining volumes.

Gibbons, Herbert Adams

The foundation of the Ottoman empire; a history of the Osmanlis, up to the death of Bayezid I; 1300-1403; [with exhaustive bibliographies, both classified and alphabetical] 379 p. O '21 N. Y., Oxford Univ. Press \$4.75

Gray, Alan

A book of descants; [organ ed.] 10+103 p. music sq. D '20 N. Y., Macmillan \$3.25 n.

A book of tunes, which are pitched as low as possible to suit the average voice, for the use of choir-masters.

Grover, Burton Baker

Handbook of electrotherapy for practitioners and students. 9+420 p. (4¾ p. bibl.) il. diags. tabs. O c. Phil., F. A. Davis Co. \$4 n.

The subject of electrotherapy boiled down for the use of medical men, the effort being made to make them familiar with modern methods of its application.

Guest, Edgar Albert

When day is done. [verse] 191 p. D [c. '21] Chic., Reilly & Lee \$1.25 n.

Poems of home and family.

Foster, William

The English factories in India, 1655-1660. 440 p. map O '21 N. Y., Oxford Univ. Press \$7.20

Gage, J. Howard

The larvae of the coccinellidae. 63 p. pls. O (Illinois biological monographs, v. 6, no. 4) c. Urbana, Ill., Univ. of Illinois pap. 75 c. n.

Gorell, Ronald Gorell Barnes, Lord

Education and the army; an essay on reconstruction. 292 p. O '21 N. Y., Oxford Univ. Press \$7.20

H., E. P., comp.

Rose petals and gorse bloom; stray thoughts from the letters of an American mystic. 49 p. S c. '20 N. Y., The Beacon Bk. Shop, 28 W. 47th St. bds. 75 c.

Prose selections dealing with psychic phenomena.

Hamilton, Cosmo

His friend and his wife; a novel of the Quaker Hill colony; by Robert W. Stewart; [photoplay title Midsummer madness.] 303 p. front. pls. D (Popular copy-rights) [c. '20] N. Y., Grosset & Dunlap \$1

Handy, Seymour

An outline of American history. 5+97 p. D [c. '21] N. Y., Holt 48 c. n.

Harley, John Eugene

The League of nations and the new international law. 9+127 p. O '21 N. Y., Oxford Univ. Press \$3 n.

Harrison, Earl Stanley

Spanish correspondence. [Commercial.] 7+160 p. D c. N. Y., Holt \$1 n.

Hering, Daniel Webster

Essentials of physics for college students; a textbook for undergraduates and a lecture course and reference work for teachers and other students of physics; 2nd rev. and enl. ed. 10+367 p. (1 p. bibl.) il. diags. O '21 N. Y., Van Nostrand \$2.50 n.

Hewitt, Arthur Wentworth

Bubbles [verse]. 128 p. S '21 c. '20 Rutland, Vt., The Tuttle Co., 11 Center St. \$2

Higham, C. S. S.

History of the British empire. 8+276 p. front. (map) diags. maps D '21 N. Y., Longmans, Green \$1.50 n.

The author is lecturer in history, University of Manchester.

Hill, Edward G.

The house of Aegeus and other verse. 56 p. D [c. '20] Louisville, Ky., The Standard Pr. Co. bds. \$1.50

Partial contents: The Confederate war; Five months in Germany; Divine healing; Divine healing in the Atonement.

Holmes, Arthur Harold

A study of personality and its relation to salesmanship. 10+254 p. D '20 Cin., Southwestern Pub. Co. \$1.20 n.

Horsch, John

Modern religious liberalism; the destructiveness and irrationality of the new theology. 331 p. D [c. '21] Scottsdale, Pa., Fundamental Truth Depot \$1.75

Foster, William

The English factories in India, 1655-1660. 440 p. map O '21 N. Y., Oxford Univ. Press \$7.20

Gage, J. Howard

The larvae of the coccinellidae. 63 p. pls. O (Illinois biological monographs, v. 6, no. 4) c. Urbana, Ill., Univ. of Illinois pap. 75 c. n.

Gorell, Ronald Gorell Barnes, Lord

Education and the army; an essay on reconstruction. 292 p. O '21 N. Y., Oxford Univ. Press \$7.20

Guaranty Trust Company

How business with foreign countries is financed. 74 p. forms facsms. O c. N. Y., Guaranty Trust Co. pap. gratis

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Higgins, George Marsh

The nasal organ in amphibia. 91 p. O (Illinois biological monographs, v. 6, no. 1) c. Urbana, Ill., Univ. of Illinois pap. \$1 n.

Howson, E. T., and others, comps.

Maintenance of way cyclopedia; a reference book covering definitions, descriptions, illustrations and methods of use of the materials, equipment and devices employed in the maintenance of the tracks, bridges, buildings, water stations, signals and other fixed properties of railways; compiled in co-operation with the American railway engineering assn. 2+860 p. il. fold. pls. Q [c. '21] N. Y., Simmons-Boardman Pub. Co. \$10; leath. \$15 bxd.

Jeans, James Hopwood

The mathematical theory of electricity and magnetism; 3rd ed. 587 p. tabs. diags. O N. Y., Macmillan \$8 n.

Judson, E.

Edison's phunnygraph; or, What happened to one XYZ; a story; containing also 146 Edison questions with correct answers and numerous humorous questions and answers. 59 p. T [c. '21] N. Y., J. S. Ogilvie Pub. Co. pap. 15 c.

Kinsman, Frederick Joseph

Trent; four lectures on practical aspects of the Council of Trent. 119 p. D c. N. Y., Longmans, Green \$1.10 n.

Contents: The Council of Trent; The Protestant reformation; The significance of Trent; The Tridentine attitude.

Long, Morden H.

Knights errant of the wilderness; tales of the explorers of the great North-west. 11+223 p. front. il. pls. maps D '20 N. Y., Macmillan \$2 n.

Stories of the makers of the Canadian west, told for children from 14 to 17.

Loveland, Gilbert

Training world Christians; a handbook in missionary education. 240 p. front. pls. O [c. '21] N. Y. & Cin., Methodist Bk. Concern \$1.25 n.

Partial contents: The human family after the great war; Changing human nature; Imparting missionary knowledge; Education in money-giving; Training for service.

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]

Miranda; with il. by E. L. Henry. 344 p. front. pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap \$1

The obsession of Victoria Gracen; with il. by Edwin F. Bayha. 301 p. front. pls. D (Popular copyrights) [c. '14-'15] N. Y., Grosset & Dunlap \$1

Hume, Ernest

The thirteen principles Upanishads; tr. from the Sanskrit with an outline of the philosophy of the Upanishads and an annotated bibliography. 16+540 p. O '21 N. Y., Oxford Univ. Press \$6.75

Keystone Pecan Co.

Paper shell pecans. 68 p. il. pors. pls. (part col.) O [c. '21] Manheim, Pa., Keystone Pecan Co. pap. gratis

Loomis, Frank D., comp.

Americanization in Chicago; the report of a survey made by authority and under the direction of the Chicago community trust. 40 p. tabs. fold. chart

McCleary, Cornelia Walter

The celestial circus. [verse.] 89 p. front. il. O [c. '20] Bost., Cornhill bds. \$1.50 n.

Poems for children, many of which have appeared in *St. Nicholas*, *The Youth's Companion*, *Little Folks* and other magazines.

McDougall, William

Is America safe for democracy?; six lectures given at the Lowell Institute of Boston, under the title Anthropology and history; or, The influence of anthropologic constitution on the destinies of nations. 8+218 p. (2½ p. bibl.) maps pors. charts D c. N. Y., Scribner \$1.75 n.

A study of racial conditions, especially in the United States, by a professor of psychology in Harvard University.

Manly, John M., and Powell, John A.

Better advertising. 157 p. S (Better business ser.) c. Chic., F. J. Drake \$1.50 n.

Marcovitch, Lazare, ed.

Serbia and Europe; 1914-1920; with a preface [by the editor]. 15+355 p. O '21 N. Y., Macmillan \$5 n.

A record of the policy of Serbia during the war, which consists of a series of articles by 29 of the prominent Serbian politicians and publicists.

Mariano, John Horace

The second generation of Italians in New York city. 10+317 p. (6 p. bibl.) front. (map) D [c. '21] Bost., The Christopher Pub. House \$3

Published also under title "The Italian Contribution to American Democracy."

Mary Cecilia, Sister [Mary Monica Koehler]

Efficiency in the spiritual life. 15+19+201 p. D '21 N. Y. and Cin., Frederick Pustet Co., Inc. \$1.50

Meyer, Bror

Skating with Bror Meyer; with il. from motion picture photographs. 176 p. il. pls. Q c. Garden City, N. Y., Doubleday, Page \$25 n.

Mills, Lewis Sprague

Selections for reading by the direct method; a manual for teachers. 164 p. front. il. pls. D c. '20. Bost., Badger. \$1 n.

Murphy, Mabel Ansley

Timoleon, a friend of Paul; being the romantic adventures of a waif of Tarsus; together with a setting forth of the great Apostle's journeys. 329 p. front. pls. D [c. '21] Phil., Am. Sunday-school Union. \$1.25

A book for teachers and pupils to be used in studying the life of Paul.

O [n. d.] Chic., The Chicago Community Trust, Suite 1340, 10 S. La Salle St. pap.

Ludlow, Arthur Clyde

The Old stone church; the story of a hundred years, 1820-1920; [including early history of Cleveland, Ohio.] 411 p. front. pls. pors. facsm. O c. '20 Cleveland, O., [Author] \$5 [priv. pr., 500 copies]

Macbeth-Evans Glass Co.

Fifty years of glass making, 1869-1919; [including a short summary of the glass industry in America from 1607.] 93 p. fronts. (pors.) il. pls. (part fold.) O [c. '20] Pittsburgh, Pa., Macbeth-Evans Glass Co. bds. priv. pr.

Nichols, George

A Salem shipmaster and merchant; the autobiography of George Nichols; ed. with introd. and notes and concluding chapters by his granddaughter, Martha Nichols; [new ed.] 127 p. front. (por.) pls. D c. Bost., Four Seas bds. \$2.50

Nicholson, Reynolds Alleyne

Studies in Islamic poetry. 12+300 p. O '21 N. Y., Macmillan \$10 n.

Studies of Arabic and Persian literature; with translations together with the original texts.

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[Humpty Dumpty; Little Jack Horner; Mary has a little lamb; Hickory dickory dock.] various paging D '21 N. Y., Oxford Univ. Press pap. ea. 10 c.

O'Connor, John L., comp.

History of the Kentucky Derby; 1875-1921. 141 p. S [c. '21] White Plains, N. Y., [Author] \$2 n.

This work is intended as a book of reference for those interested in this historic event of the Turf.

Oppenheim, James

The mystic warrior. [verse] 120 p. sq. O c. N. Y., Knopf \$5 n. [limited ed., 500 copies]

Pearson, Henry Carr, and Kirchwey, Mary Frederika

Essentials of English, middle grades. 12+362 p. col. front. il. (part col.) D [c. '21] N. Y., Am. Book Co. '84 c. n.

Pottenger, Francis Marion

Tuberculosis and how to combat it; a book for the patient. 273 p. O c. St. Louis, Mo., C. V. Mosby Co. \$2 n.

Answers to the questions most often asked by inquiring patients in regard to open air, rest, climate, pain, temperature, worry, clothing, marriage and other important conditions.

Pratt, James Alfred

Elementary machine shop practice; a textbook presenting the elements of the machinists' trade. 3+320 p. (3 p. bibl.) il. diagrs. D '21 N. Y., Van Nostrand \$2.50 n.

New York. Bureau of Municipal Research

Report on a survey of the system of supervision of the elementary schools, Harrisburgh, Pa., prepared for the Special committee of the Board of school directors. 3+33 p. (typewritten copy) Q '20 N. Y., Bu. of Municipal Research, 261 B'way. pap. \$1

Oregon Agricultural College Experiment Station

Third crop pest and horticultural report; 1915-20. 205 p. tabs. pls. il. O '21 Corvallis, Ore., Oregon Agricultural College pap.

Packard, Earl Leroy

The trigoniacs from the Pacific coast of North America. 58 p. pls. tabs. O (Univ. of Oregon pub., v. 1, no. 9) '21 Eugene, Ore., Univ. of Oregon pap. \$1

Paul, Joshua Hughes

Six years of home reading for Boy Scouts, Camp-fire and Bee-hive girls; their parents and others; [bibliographies arranged according to grade and subjects.] 64 p. O (Bull. of the Univ. of Utah, v. 11, no. 14; Extension division ser., v. 2, no. 7) [c. '20] Salt Lake City, Utah, Deseret Bk. Co. pap. 50 c.

Prickett, Effie M.**Rihani, Ameen F.**

A chant of mystics, and other poems. 96 p. D c. N. Y., J. T. White bds. \$1.25

Robinson, James Harvey, and Beard, Charles Austin

History of Europe; our own times; the 18th and 19th centuries; the opening of the 20th century and the world war. 11-616+21 p. (5¼ p. bibl.) col. front. col maps il. pors. pls. (part col.) D [c. '21] Bost., Ginn \$1.96 n.

A history to meet the demands for a two-year course in the high and preparatory schools.

Royce, Ruth

Little boy heroes of France; a book of deeds of valor of the sturdy little patriots of France during the great war. 191 p. col. front. col. pls. D (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Little daughters of France; a book of stories of the courage and devotion of the little girls of France in the world war. 191 p. col. front. col. pls. D (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Little soldiers of France; a book of stories of the heroic sacrifices of youthful patriots of France with Uncle Sam's boys at the front. 191 p. col. front. col. pls. D. (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Sanderson, Ezra Dwight

Insect pests of farm, garden and orchard; 2nd ed., rev. and enl., by Leonard Marion Peairs. 6+707 p. (3 p. bibl.) il. O [c. '21] N. Y., Wiley \$4.50 n.

Sedgwick, Henry Dwight

Marcus Aurelius; a biography told as much as may be by letters; together with some account of the stoic religion and an exposition of the Roman government's attempt to suppress Christianity during Marcus's reign. 309 p. (6 p. bibl.) front. (por.) O c. New Haven, Conn., Yale Univ. Press \$2.75 n.

Partial contents: The founders of Stoicism; Boyhood and youth; Letters between friends; The Emperor Marcus at Rome; The Roman attitude toward Christianity; The Policy of the Government.

Instructions for care of archives in the Connecticut state library. 14 p. O (Bull. no. 8) '20 Hartford, Conn., State Library pap. gratis

Racine, Samuel Frederick

Practical problems graded; series "A," "B," "C," and "D" [4 v.] various paging Q: (Accounting students' ser.) c. Seattle, Wash., The Western Institute of Accountancy, Commerce and Finance pap. \$2

Roback, Abraham Aaron

Roback mentality tests for superior adults. 24 p. O c. '20 Dorchester, Mass. [Author], 17 Wentworth St. pap. 50 c.

Scroggs, Joseph Whitefield, ed.

Shall the policy of government price-control be adopted in the United States?; facts and arguments on both sides. 110 p. O (Bull., new ser. no. 204; Extension no. 59) '20 Norman, Okl., The University of Oklahoma pap. 10 c.

Singer, Charles, ed.

Studies in the history and method of science; v. 2; [containing 15 monographs on various topics.] 22+559 p. il. pls. (part col.) O '21 N. Y., Oxford Univ. Press \$24 n.

Seton, Ernest Thompson

The preacher of Cedar Mountain. 9+426 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Sewell, Mrs. Anna

Black Beauty; the autobiography of a horse; [il. with scenes from the photoplay.] 244 p. front. pls. D (Popular copyrights) N. Y., Grosset & Dunlap \$1

Seymour, St. John D.

The Puritans in Ireland; 1647-1661; [an ecclesiastical history of Ireland.] 14+240 p. O '21 N. Y., Oxford Univ. Press \$6.25

Starling, Sydney George

An introduction to technical electricity. 181 p. tabs. il. diagrs. D (Life and work ser.) '21 N. Y., Macmillan \$1.40 n.

A book of practical instruction.

Stone, Herbert

A guide to the identification of our more useful timbers; being a manual for the use of students of forestry. 51 p. pls. O '20 N. Y., Macmillan pap. \$3 n.

Partial contents: Broad-leaved trees; Conifers; Keys to woods of broad-leaved trees; Key to coniferous woods.

Taylor, F. W.

A first grammar of the Adamawa dialect of the Fulani language [Fulfulde.]; [The language of a Nigerian tribe.] 135 p. O '21 N. Y., Oxford Univ. Press \$4.75

Thurston, Mrs. Katherine Cecil [Mrs. Ernest Temple Thurston]

The masquerader; a novel, il. with scenes from the photoplay. 327 p. front. pls. D (Popular copyrights) [c. '04] N. Y., Grosset & Dunlap \$1

Timaeus, pseud.

The science of cosmic vibration; first steps; written for those who are ready for a spiritual awakening; with an inspired poetical addenda, the philosophy of Maai. 46 p. front. (por.) chart il. T '21 N. Y., O'Malley's Bk. Store, 336 Columbus Ave., [Ag'ts] 50 c.

Tucker, Alexander Lauzun Pendock

Sir Robert G. Sandeman; peaceful conqueror of Baluchistan. 64 p. front. (por.) map D (Pioneers of progress; empire builders) '21 N. Y., Macmillan \$1 n.

The story of the military achievements of a representative of Great Britain on the Indian Frontier from 1856 until 1892.

Town of Concord, Massachusetts, directory; 1921 ed.; [a resident and business directory] 130 p. fold. map O c. Bost., H. Howard, 412 Old South Bldg. \$3.50 n.

Town, Clara Harrison

Analytic study of a group of five- and six-year-old children; [foreword by Bird T. Baldwin.] .87 p. (1¼ p. bibl.) tabs. charts O (Univ. of Iowa studies, v. 1, no. 4; first ser. no. 48, May 1, 1921) Iowa City, Ia., Univ of Iowa pap. 50 c.

United States Steel Corporation

Bulletin no. 8; [a pictorial review of the welfare work among the employees of the U. S. Steel Corporation, in various cities of America.] 95 p. front. (facsm.) pls. pers. Q '20 N. Y., United States Steel Corp., Bu. of Safety, Sanitation and Welfare pap. gratis

Tufford, Henry Horace

The tire business answered; 2,250 questions and answers on the complete tire business. 471 p. il. D [c. '21] Minneapolis, Minn., Dunwoody Institute Press \$2.50

Ward, Charles Henshaw

Workways for theme-building. 70 p. S [c. '20] Chic., Scott, Foresman pap. 25 c.

Warner, Frances Lester

Pilgrim trails; a Plymouth-to-Provincetown sketchbook; with drawings by E. Scott White. 47 p. front. pls. O [c. '21] Bost., The Atlantic Monthly Press bds. \$1.75 n. Contents: Plymouth Towne; Alden and Standish; Winslow's "Great Lot"; The Cape.

Wentworth, George, and Smith, David Eugene

School arithmetics; bk. 1. 281+16 p. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 72 c. n.

School arithmetics; bk 2. 298+16 p. il. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 76 c. n.

School arithmetics; bk. 3. 6+346+19 p. il. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 92 c. n.

White, Mrs. Grace Miller

The shadow of the sheltering pines; a new romance of the Storm country. 314 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

White, Stewart Edward

The killer; [and other stories.] 346 p. col. front. D (Popular copyrights) '20 c. '19-'20 N. Y., Grosset & Dunlap \$1

Williams, Ben Ames

Evered. 217 p. D [c. '21] N. Y., Dutton \$2 n.

A story of the New England countryside.

Williams, Sidney James, comp.

The atomic code; [vocabulary about 7,000 words each coding in 4 letters; with 2 link cyphers for conjugating the verbs, changing adjectives to adverbs, or interpolating pronouns, etc.; figures without limit are covered in 3 ways; special tables covering sterling, currencies, quantities, percentages, decimals and dimensions.] 120 p. D [c. '21] N. Y., Arthur Mountain & Co., 111 Liberty St. \$10 n.

University of Oxford

First supplement to the Historical register of 1900; containing a complete record of University honours and distinctions for the years 1900-1920. 335 p. O '21 N. Y., Oxford Univ. Press \$4.75

Weidensall, Robert

The volunteer extension movement of the Young Men's Christian Assn. 20 p. S [c. '21] N. Y., Assn. Press pap. 15 c.

Woodward, Frank Ernest

The Erskine family of Bristol, Maine. 31 p. O '20 Wellesley Hills, Mass. [Author] pap. \$2 n.

Yuncker, Truman George

Revision of the North American and West Indian species of cuscuta. 141 p. il. pls. Q (Illinois biological monographs, v. 6, nos. 2-3) c. Urbana, Ill., Univ. of Illinois pap. \$2 n.

The Publishers' Weekly

62 West 45th Street, New York

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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The Publishers' Weekly

Rare Books, Autographs and Prints

IN the appraiser's inventory of the estate of Henry C. Frick, the Persian rug on the library floor was valued at \$10,500, other library furnishings at \$270,500, the porcelains used for decorations at \$357,000, the paintings on its walls at \$690,000, or a total of \$1,328,000. The collection of art books and general literature was placed at \$3,049. Just why the room should have been called a library is not apparent.

A year ago the first White House of the Confederacy at Montgomery, Alabama, was purchased by the State and an annual appropriation of \$5,000 was made for its maintenance as a Confederate library and museum. Books, autograph letters and documents, pictures, furniture and other family heirlooms were contributed by Mrs. Jefferson Davis in 1806 when she broke up her home in Beauvoir, Miss., and other relics were presented by her daughter, Mrs. J. A. Hays, after Mrs. Davis's death. The old home is soon to be formally opened to the public under the auspices of the White House Association of Montgomery.

Two volumes of uncollected prose and poetry of Walt Whitman, collected and edited by Professor Emory Holloway who has had access to manuscripts and other material formerly in the hands of Whitman's executors Harned, Traubel, and Bucke, a substantial part of which is now in the Library of Congress, will be published by Doubleday, Page & Company. The volumes will contain all of Whitman's magazine and newspaper articles, including the "Brooklyniana" complete, beside manuscript note-books and the full manuscript of "Franklin Evans," the temperance novel which Whitman wrote for the *New York World*.

At an autograph sale held by Stan V. Henkels in Philadelphia May 27 the preferences of American collectors was responsible for some very illuminating figures. A parchment of Louis XIII, King of France, sold for \$1; another parchment signed by Louis XIV, \$3.75; a Papal brief in Latin by Pope Clement IX, dated 1669, 50 cents; the signature of Napoleon Bonaparte, \$6. More substantial prices were paid for documents concerning the American Revolution, particularly those dealings with Pennsylvania history. A collection of papers relating to the mutiny in the Pennsylvania line in the Revolution was purchased for the Historical Society of Pennsylvania for \$320, and an essay by Benjamin Franklin on hygrometers realized \$270. Evidently the American market is not a particularly good one for the autographs of European kings and emperors.

Two groups of extra-illustrated books of unusual merit, both in important sales, were sold during the season now ending. The first, concerning New York, was made by the late

William Loring Andrews, containing only the finest and rarest prints and brought together and bound with the greatest care in all details. The second, on art subjects, was bought in England by the late Frederic R. Halsey and reached this country shortly after his death. The merit of these books and the reputation of their owners doubtless added materially to the prices which they brought and yet they realized less than one-half of their cost. The sales of extra-illustrated books at auction for the last thirty-five years has resulted almost invariably in disappointment.

The cleaning, repairing and perfecting of soiled, damaged and incomplete rare books, which was so extensively practiced in London before the war, has been resumed with greater activity than ever before. The high prices which rarities are bringing makes this work of restoration very profitable. The books come from the binders with scarcely a trace of their former defects; the restored book is frequently a thing of beauty and makes a strong appeal to the eye. But the collector should be very cautious in paying high prices for them. The tendency of collectors for a long time has been steadily growing in favor of rarities as near as possible in the condition when originally published. The beauty of fine bindings and elegant tooling deceives few experienced collectors for they know exactly what it means. Dealers or collectors in England or America rebind only when necessary. For this reason, the rebound book is pretty sure to be a disappointment when it is sold in the auction room.

The entire collection of the literature and history of baseball gathered by the late Albert C. Spalding has been presented to the New York Public Library by his widow, Mrs. Elizabeth C. Spalding, and has been accepted. At the beginning of his interest and activity in base ball Mr. Spalding began collecting books, photographs, newspaper clippings, in short, everything concerning the history of the national game obtainable. To his printed material he added correspondence, official records, reports of sessions of organizations and manuscript memoirs of distinguished players. Some years ago he purchased a similar collection made by Chadwich, known as the father of base ball, especially important for its early material. Immediately after Mr. Spalding's death in 1915 various overtures were made to Mrs. Spalding for the purchase of the collection. All were declined and the collection has been presented to the New York Public Library as a memorial and also because it is believed that there it will be of the greatest use of the largest number and sure of appreciation and preservation.

Charles Sessler, of Philadelphia, rare book dealer, is confident that he has made a great discovery in London. At the sale of the li-

brary of Thomas Hutton of Birmingham, at Puttick & Simpson's rooms, Mr. Sessler bought a Second Folio of Shakespeare which had been locked up in a safety vault by the heirs of Hutton since about 1787. On examining it several days before the sale Mr. Sessler discovered pasted inside the beautifully bound volume a sheet of paper containing six lines of writing signed apparently by Shakespeare. Above this was a note in the handwriting of Hutton, dated May 8, 1787, stating that this was an original part of a Shakespeare manuscript. The sheet of paper upon which the six lines were written bore a distinctive water mark of a hand and a star. Mr. Sessler immediately began an investigation of water marks used in making paper during Shakespeare's life and found that this water mark was used only during this period. Furthermore, a comparison of the signature with the signature to Shakespeare's will disclosed that they bore a striking similarity. After completing his investigation and being convinced of the genuineness of the manuscript, Mr. Sessler outbid British dealers and secured both the Second Folio and the manuscript. Mr. Sessler, it is reported, has sent the manuscript to this country for examination by Shakespearean scholars. It would seem, however, that the best course would have been to have established its authenticity before leaving England if this had been possible.

Kate Douglas Wiggin was recently the guest of honor of the Dickens Fellowship in Boston where she read her "Child's Journey with Dickens."

A series of letters written by Thomas Carlyle to his friend Miss Wilson has been discovered and will appear in *The Nineteenth Century and Later*.

The municipality of Bordeaux has just issued the fourth and final volume of its edition of Montaigne based upon the celebrated Bordeaux copy of the famous "Essais."

The modern library of Dr. Herman Seidler, of this city, including many first editions and desirable books of the last quarter of a century, many of which are now out of print, will be sold at the Anderson Galleries, May 26 and 27.

In commenting upon the long connection of Dr. Rosenbach and his family with bookselling and publishing, which began in 1785 immediately after the end of the Revolutionary War, *The Bookman's Journal* of London remarks: "In England, here, the land of traditions, where we think of America as a young country, there are few book firms that have that record."

The season at the Anderson Galleries has ended earlier than was generally expected. The last sale was held on May 31 when the library of Robert C. Wilkins of Washington, together with the "Frank Forester" collection of Warren E. Freeman of Boston, was sold. A copy of Michael Bryan's "Biographical and Critical Dictionary of Painters and Engravers,"

inlaid to folio, and extended to 21 vols. by the insertion of 1,800 prints, bound in calf, brought \$127; a set of the New England Historical and Genealogical Register, in 72 vols. cloth, Boston, 1847-1914, all of the original edition, said to be the finest set ever offered at auction, \$280; a collection of the first and other editions of William Henry Herbert ("Frank Forester") in 153 vols., including not merely his works which were published in book form but contributions to annuals and magazines as well, \$400. The entire sale realized \$3,282.15. On May 26 and 27 the modern library of Dr. Herman Seidler, of this city, consisting mainly of books published during the last quarter of a century, representing a very wide range of topics, including first editions and books now out of print, brought \$3,964.45. On May 23 the library of W. H. Cullimore of Baltimore, with additions, was sold bringing \$5,497.88. A set of Washington's "Writings," edited by Worthington C. Ford, 14 vols., half leather, New York, 1889, brought \$155; a portion of the autograph manuscript of Carlyle's "Frederick the Great," 15 folio pages, \$65; a collection of chap books containing 243 pieces in 67 volumes and including much unusual material, \$152.50; a set of Wilson's "Ornithology," 9 vols., royal 4to, Philadelphia, 1808-14, all first editions, \$230; an exceptionally fine copy of James Howell's "Proverbs" London, 1659, \$60. The bulk of these sales consisted of very ordinary books, but, nevertheless, the attendance was large, competition lively, and prices quite satisfactory. F. M. H.

Catalogs Received

Antiquarian, Historical and miscellaneous books purchased from the executors of the late Dr. W. D. Macray, F.S.A., Fellow of Magdalen College. (No. 173; Items 1292.) B. H. Blackwell, Ltd., 50 Broad Street, Oxford, England.

Books dealing with the history, topography and antiquities of Scotland, Ireland and Wales. (No. 175; Items 601.) B. H. Blackwell, Ltd., 50 Broad Street, Oxford, England.

Books—rare, curious, Masonic and miscellaneous. (No. 62; Items 299.) John Metcalfe-Morton, 1 Duke Street, Brighton, England.

Rare and interesting books comprising Americana, Bewick, Science, and interesting selections from a choice sporting library recently purchased. (No. 3; Items 1062.) William H. Robinson, 4 Nelson St., Newcastle-upon-Tyne, England.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

The "A. L. P.," 29 East 28th Street, New York
American Journal of the Medical Sciences, August, 1920.

Botanical Abstracts, vols. 1 and 2.

American Baptist Pub. Society, Kansas City, Mo.
Complete Set of Pulpit Commentary.
Biblical Illustrator, complete set Old Testament, good condition.

American Baptist Publication Society, St. Louis, Mo.
Science and Christianity, by F. Bettex.
Acts of Holy Spirit, by Pierson.
Biblical Illustrations, gen. vol. 11.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Professional Paper, No. 46, Geological Survey, Louisiana and Arkansas, Veatch.
Volumes 11 and 25 Warner's Library of Literature in gray cloth binding.

D. Appleton & Co., 29-35 W. 32d St., New York
Mrs. Harry St. Johns.

William M. Bains, 1213-15 Market St., Philadelphia
Stories of Famous Songs by Fitzgerald, 2 vols., Lip-pincott.

Margaret Fuller, Women of Nineteenth Century, pub. Roberts.
Nordan, Conventional Laws of Our Civilization, Haldemann, Affixes of the English Language.

W. Ballantyne & Sons, 1409 F St., Northwest, Washington, D. C.
Stockton, Adventures of Capt. Horn.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
The Botanist, by Waterhouse, 1811.
Marco Polo, Bohn Lib.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.
Commercial Code, A1.
Pocket Edition Western Union, Liebner's.
Any American-Foreign Language Code.

Book Shop of Glass Block Store, Duluth, Minn.
Log of the North Shore Club, two copies.
Pomegranates in the Kutcher edition, Oscar Wilde.

Charles L. Bowman & Co., 118 E. 25th St., New York
Ambrose Paré, by Paget.
Bernal Diaz, by Cunningham-Graham.

Brentano's, 5th Ave. and 27th St., New York

Girl from Nowhere, Reynolds.
Fire and Wine, Fletcher.
Dominant City, Fletcher.
Fool Gold, Fletcher.
Book of Nature, Fletcher.
Visions of the Evening, Fletcher.
Practical Graphology, Rice.
Student's Cotton Spinning, Nasmith.
Principles and Practice of Cotton Yarn Mfg., Winchester.
Piano Playing, Hofman.
The Rainbow, Lawrence.
His Private Character, Ross.
Penetration of Arabia, Hogart.
Balzac, Saltus.
Johannine Vocabulary, Abbott.
Queen Moo, Le Plongeon.
Lao Tse, Tas Teh King.
Ayesha, Haggard.
Wm. Geo. Ward and Oxford Movement.
Pigmies and Papuans, Wollerston.
Napoleon and Fair Sex, Masson.

Brentano's—Continued

Fidelity, Glaspell.
Years of Childhood, Aksakov.
Life and Letters of E. J. Peck, Peck.
Damnation of Theron Ware, Frederic.
Strangeway's Veterinary Anatomy.
Great Wet Way, Dale.
Days Near Rome, Hare.
Cities of Central Italy, Hare.
French Revolution and English Poets, Hancock.
Gold Fish Aquaria and Ferneries, Reed.
Ragnarok, Age of Travel
Scandinavian Peasant Art.
Russian Peasant Art.
Archko Volume.
Life of Spinoza, Pollock.
Love's Pilgrimage.
Columbus, Ferdinand, Historie in Churchill Voyages (1744-1746).
Pinkerton, Voyages (1808-1814).
Coote, C. H., Remarkable maps of the 15th, 16th, and 17th centuries reproduced in their original size, 1894-97.
Harrise, H., Discovery of N. A.; a critical, documentary and historic investigation with an essay on the early cartography of New World, 1892.
Hulbert, A. B., Crown collection of photographs of American maps, 1600-1800, 5 vols., 1904-09.
Joinard, E. F., Monuments de la geographie, 1862.
Kohl, J. G., History of the discovery of the East Coast of N. A. in vol. 1 of the Documentary History of the State of Maine, 1869.
Markham, R., Life of Christopher Columbus, 1892.
Stevenson, E. L., Maps illustrating the early discovery and exploration of America, 1502-1530, 1906.
Weare, G. E., Cabot's Discovery of North America, 1897.
Cavendish, Laws of Piquet.
Diogenes Laertius, Lives of the Greek Philosophers.
Sir Thomas North's Translation of Plutarch's Lives.
Topographical Anatomy by Berry.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Kraepelin's Psychiatry, Translated by Diefendorf.
Johnston, Connecticut, 1st edition.
F. Cushing, Zuni Folk Tales.
W. M. Davis, Essays on Physiography.
Murray Hjort, Depths of the Ocean.
Arnold, The Sea Beach at Ebb Tide.
Giekie, History of Geology.
Zittel, Text Book on Paleontology.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

O'Donnell's Index to Shakespeare, Appleton.
Poems of John Donne, H. & M.
Verses of Susan Coolidge.
More Verses of Susan Coolidge.

Brookline Public Library, Brookline, Mass.

Tylor, E. B., Primitive Culture, 2 vols., American ed.

Campion & Company, 1316 Walnut St., Philadelphia
North American Birds Eggs, by Reed.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
Mason, Miranda of the Balcony.
Chateaubriand, Atala.
Atkinson, Thought Vibration.
Warner, Synopsis of Famous Books.
Warser, Biog. Dict. of Authors.

George M. Chandler, 75 E. Van Buren St., Chicago
Forlong, Rivers of Life, 2 vols., and Atlas.
Dumas, Illus. Library, limited ed., vol. 18.
Craig (Gordon), Towards a New Theatre.
Stoddard, Summer Cruising in So. Seas.
Lincoln, Letters, Bibliophile Soc., 1913.
Huneker, Mezzotints, 1st ed., 1899.

BOOKS WANTED—Continued**George M. Chandler—Continued**

Huneker, Chopin, 1st ed., 1900.
 Huneker, Philharmonic Soc. of N. Y.
 Huneker, Visionaries, 1st ed., 1905.
 Huneker, Egoists, 1st ed., 1909.
 Huneker, Ivory Apes and Peacocks, 1st ed., 1915.
 Huneker, Old Fogey, His Opinion, etc.
 Bowers (E. F.), Sleeping for Health.
 Patten, The Years Festivals.
 Aristotle, Politics and Economics, Bohn Liby.
 Intern'l Corr. School, Contractors' and Builders' Course.

The John Clark Co., 1486 W. 25th St., Cleveland, O.
 Conrad and Haeffler, The Inheritors.
 Hardy (Thos.), Book of the Words; The Three Wayfarers, a Pastoral Play, 1903.
 Index Kewensis, with the Supplements.
 New York Tribune, all before 1886 and a run from 1914 to date.
 New York Times, All before 1873, 1897 to May, 1908, 1914 to date.
 Saccardo's Great Book on Fungi.
 Arnold's Vital Records of Rhode Island, vols. 1, 4, 9, 12, 14, 15, 16, 17 and 19.
 Massachusetts Historical Society's Collections, 2nd series, vols. 5 to 10, 3rd series, vols. 1, 9 and 10, 4th series, vols. 1 and 3.
 New York Historical Society's Collections, 1st series, vol. 5, 2nd series, vols. 3 and 4.
 Old South Leaflets, nos. 101 to the end.
 Prince Society Publication, Sir William Alexander and American Colonization.
 Smithsonian Contributions to Knowledge, vol. 2; vol. 24, pt. 2; vol. 27, pt. 2; vol. 34, pt. 2; vol. 25.
 David B. Clarkson Co., 2535 South State St., Chicago
 Conquest of the Tropics, Adams.

Cole Book and Art Co., 123 Whitehall St., Atlanta, Ga.

History of Napoleon, by Tom Watson.

Colesworthy Book Store, 66 Cornhill, Boston

The Sheet Anchor.
 Sam Lovell's Camp, by Robinson.
 Ships and Sailors of Old Salem.
 Black Phalanyx.
 Children of the Abyss.
 Crimson Gondola.
 American Steam Engine, by Hawley.

Columbia University Library, New York

Jackson, A. V. W., Persia: Past and Present, latest edition, Macmillan, 1906.
 Murray, Gilbert, History of Ancient Greek Literature (Short histories of the literatures of the world), Latest edition, Appleton, 1903.
 J. W. Cross, Life of George Eliot, 3 volumes.
 Nuñez de Arce, El Haz de Leña, Holt.

Columbia University Press Bookstore, 2960 Broadway, New York

Turgenev, Poems in Prose.

Columbus Book Exchange, 16 E. Chestnut, Columbus, O.

Atherton, Patience Sparhawk.
 Littell's Genealogies Early Settlers Passaic Valley, N. J.
 George's Genealogical Tables.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

James, Bostonians.
 House, Wild Flowers of New York.
 Hall's History of Auburn.

S. Cottlow, 1638 Third Ave., New York

Hampton Magazine, Jan. 1911.
 Collier's Weekly, May 14, 1910.

Dartmouth College Library, Hanover, N. H.

Armour, J. O., Private Car Lines and the People.
 Church, Early Lives of Charlemagne.
 Examination Questions in Drawing 1901-05, 1906-10.
 Freeman, Chief Periods of European History.
 Hinsdale, Horace Mann.
 Johnson, Battles and Leaders of the Civil War.

Dartmouth College Library—Continued

Shurter, Science and Art of Debate.
 Swank, Manufacture of Iron in All Ages.
 Vaill, Joseph, Memoirs.

Decker Bros., Lafayette, Ind.

Minerva's Manoeuvres, by Chas. Battell Loomis.

Denholm & McKay Co., Worcester, Mass.

The Orphan, Mulford, McClurg.

The Denver Dry Goods Co., Denver, Colo.

Mammals of the Adirondack Region, Clinton Hart, Merriam.

The Public Library, Detroit, Mich.

Hain, Ludwig, Repertorium bibliographicum ad annum MD. 1826-38, 2 vols.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Bigelow, While Charlie Was Away.
 Zone Therapy, pub. Columbus, Ohio.
 Any Books illustrated by Kay Nielson.
 Ferguson's Poems.
 Pentateuch and Book of Joshua by Colenso.
 Farnham's Life, Adventures and Travels in Cal.
 Henty, In Greek Waters.
 Henty, Irish Brigade.
 Cody, English for Business and Commercial Correspondence.
 Life of George Mueller.
 Correspondence of Marie Bashkertseff.

Miss Blanche Dinkelspiel, 628½ S. First Street, Louisville, Ky.

A Handbook of Modern French Painting, by Eatón, published by Dodd, Mead & Co.; in good condition.

Dixie Business Book Shop, 140 Greenwich St., New York

Community Development, Farrington.
 Bentley's Science of Accounts.
 Bentley's Corporate Finance and Accounting.
 International Exchange, Margraff.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Old or new books on Magic, Tricks, Toys, etc.

E. P. Dutton & Co., 681 Fifth Ave., New York

Annals of the Four Masters, with O'Donovan's Translation, 12 vols. or.
 Atkinson (W. W.), Mental Fascination, 1907.
 Ballads, Book of Favorite Modern Ballads, London, 1860.
 Buel, Heroes of Dark Continent.
 Cather (W.), Song of the Lark, 1st edition.
 Das Weib, by Plass-Bartels, in English.
 Fox (C. M.), The Irish Harpers.
 Goethe's Works complete in English, good edition.
 Goldsmith (Oliver), The Traveller, illus. by Birket Foster, London, N. D.
 Goldsmith (Oliver), Poetical Works, with illustrations by Absolon, Birket Foster, Harrison Weir, London, N. D.
 Hall, Ireland: Its Scenery, Character, History, 6 vols.
 Herbert (George), Poetical Works, illus. by Birket Foster, London, 1857.
 Hergesheimer, Gold and Iron, 1st edition.
 Irish Literature, 10 vols., ¼ morocco.
 Longfellow (H. W.), Hyperion, London, 1865, Poems, London, 1852.
 Kamasutra.
 Misunderstood, a novel.
 Montgomery (James), Poems, selected and edited by Robert Willmott, London, 1860.
 New England Stories by Butterworth, Perry and Phelps, pub. by Lotterofs, 1893 or earlier.
 New York Clipper, 1853 to 1865.
 National Police Gazette, 1878 to 1895.
 New York Clipper, before 1865.
 New York Graphic, any vols.
 Neill, History of Minnesota, 5th edition, 1883.
 Original Poems, illustrated by Wimperis, Barnes, Kennedy, London, 1868.
 Pollok (Robert), The Course of Time, illus. by Tennyson, Foster, London, 1857.
 Rhymes and Roundelays in Praise of Country Life, London, 1857.
 Robinson (W.), Alpine Flowers for Gardens.

BOOKS WANTED—Continued

E. P. Dutton & Co.—Continued

Sexual Hygiene, pub. by the Clinic Pub. Co. of Chicago, Ill., 1901.
 Spencer (H.), Organism of Society.
 Shaw (Bernard), Back to Methuselah, 1st edition.
 Sigerson (Dr.), Bards of the Gael and Gall.
 Smythe, Pekingese.
 Sullivan (A. M.), Speeches from the Dock.
 Thomson (James), The Seasons, London, 1860.
 Touches of Nature by Eminent Artists and Authors, London, 1867.
 Vance, The Bronze Bell, 1st edition, 1909.
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 Wood, Shoulder to the Wheel of Progress.
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 In Search of a Soul.

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Old Corner Book Store, 27 Bromfield St., Boston
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 Boxing, Badminton Library.
 Adventures of Captain Horn, Stockton.

Ontario Book Co., Toronto, Canada

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Osborne's Book Store, Santa Barbara, Cal.
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Pearlman's Bookshop, 933 G. St., N. W., Washington
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 The Yoke, 2 copies.
 Key to Robinson's New Higher Arithmetic.
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Philadelphia Book Co., 17 S. Ninth St., Philadelphia
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 Half Hours with Jesus, Rev. J. T. Behrens.

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 Lincoln, relics, letters, any mementos.

Powers Mercantile Co., Minneapolis, Minn.
 Salter, Dr. Wm., Iowa, the First State in the Louisiana Purchase.

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 Conservation in the U. S. During World War, Ford Administration.
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 Wilson, C. D., Working One's Way Through College.

Lewis M. Thompson, 29 Broadway, New York

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Thoms & Eron, Inc., 34 Barclay St., New York

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 Principles of Written Discourse.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

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Max Hirsh, Socialism and Democracy.

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Hayti or the Black Republic, by Sir Spencer St. John.
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Law of Divorce and Proceedings to Obtain Divorce in Penna., by H. McCuan, 1905.

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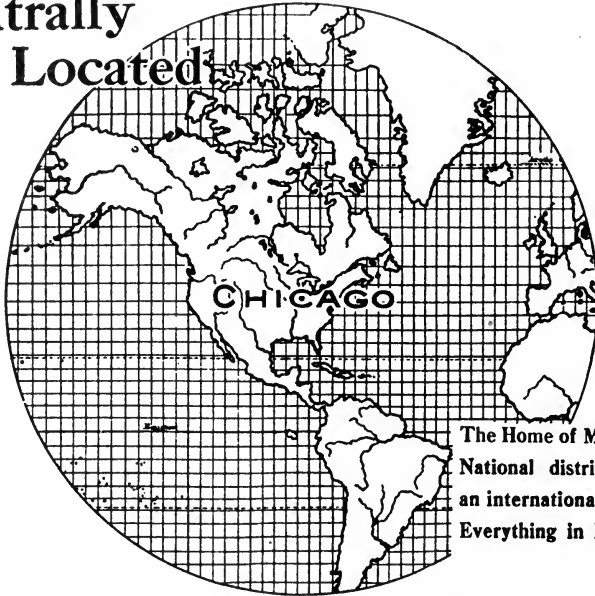
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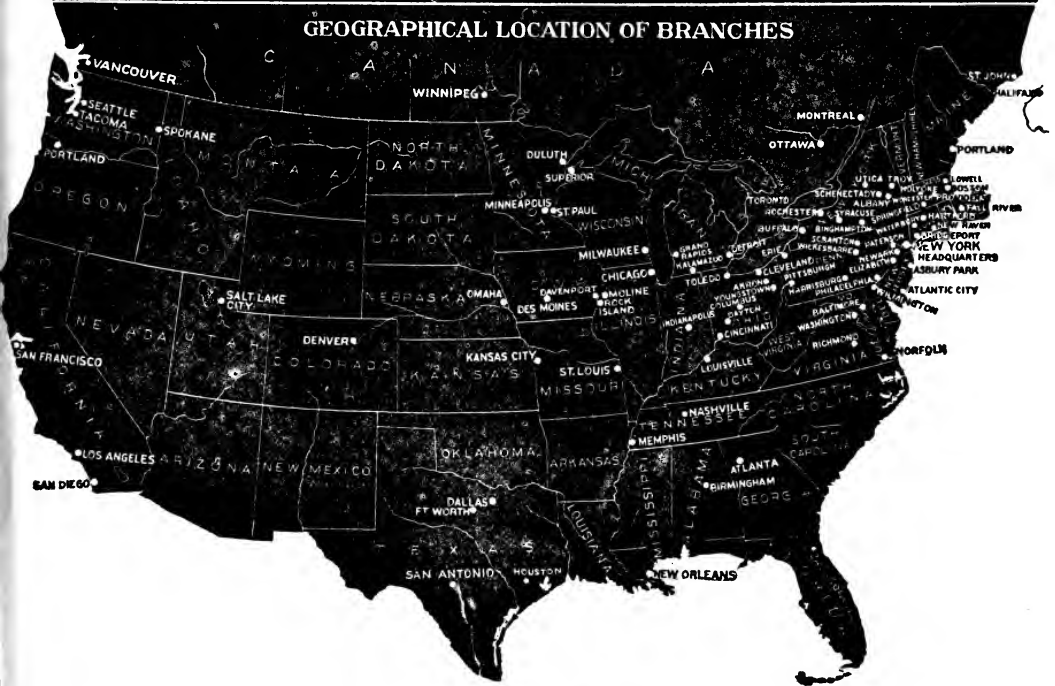
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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of
March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones 6-8, \$6.50; Foreign, \$7.00.
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. XCIX.

NEW YORK, JUNE 25, 1921

No. 26

Announcing

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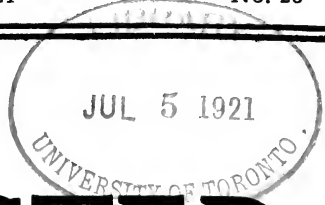
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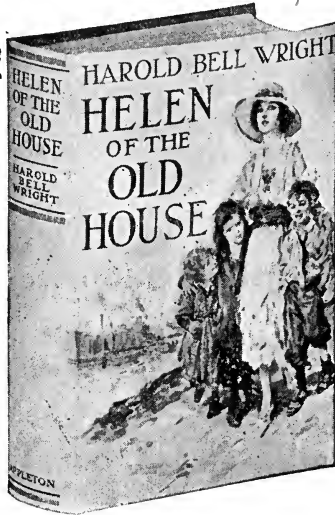
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By the author



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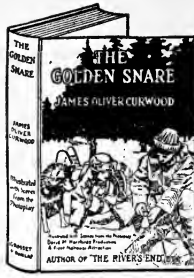
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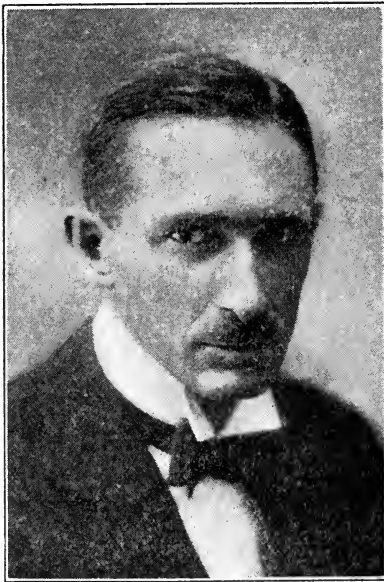
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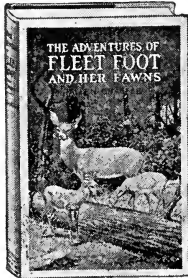
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THE GREAT QUEST

Last Fall we published "**The Mutineers**," by a new author, Charles Boardman Hawes. Although written for older boys, this stirring tale of adventure brought many enthusiastic comments from booksellers who had read it with much interest and planned to keep the book in stock at all times. In this second book Mr. Hawes shows an even greater mastery of the art of absorbing narrative. George Varian is also the illustrator. *To be published September 1st.* Price \$2.00.

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Note: Our representative, Mr. James L. Crowder, will be at the Palmer House during the Book Fair, and will be glad to tell you more about these books. His permanent address is 975 McClurg Building. You will find there a complete selection of *Atlantic* publications. Inquire, also, about our Fall juvenile list.—Zodiac Town, *Many Children*, and other new books not listed here.

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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 25, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

State Street or Michigan Avenue?

WHEREVER there is discussion of the increase in book ownership and book reading, whether it be Chicago, New York, or the Far West, it is never to be forgotten that it is as important to find a way to increase the book buying habit on State Street as on Michigan Avenue, on Sixth Avenue as on Park Avenue, on Market Street as on Grant. Such a trade event, then, as the Chicago Book Fair is of special importance because the large part of those who gather, both the publishers making their production plans and the distributors of varied types, are especially interested in the problem of getting the right books and the right method of distribution to suit the great mass of American people. The great denominational houses with their wide scattered clientele, the large mail-order houses with their ramifying connections, the large department stores and the smaller ones from scattered cities can study the problem on this occasion.

By far the larger amount of book discussion and comment in our literary papers has to do with the reading habits and interests of a small book audience alert for the new and interested to weigh and to criticize, but a large and less easily reached group forms a great area of book consumption into which book distribution must reach to obtain large totals of sales on staples, juveniles and current books.

On the improvement of the machinery for bringing books to this great public the best thought of the trade should be concentrated. The methods that can be recommended to booksellers in this field are not spectacular nor dramatic. The thing that will make books flow into these areas is the making of the bookstore into a substantial community institution fulfilling a real function that the people would not willingly have withdrawn, not the mere reaching out to them spasmodically with some striking title or special sale, but the

supplying them day after day with things they really want. The problem is not to create a book public, but adequately to serve the growing needs of a public which has not had books fully presented to it.

A book department store owner in a city of some 40,000 recently complained that his selling of books has not proved important or successful and asked for advice. He had never carried any real stock of books but had been a hesitant experimenter with a small stock only half kept up to even a small pretence. No public within mailing distance of a large book center will be satisfied with such attention, and, with the present renaissance of book interest, a city of 40,000 will support a live department if it is undertaken energetically and intelligently.

The task of the publisher's representative now is not only to sell but to see that the distribution system receives all the fresh and constructive ideas that can be brought to it. If all the ways for display and promotion are kept open, the book-trade as a whole will continue to present steady growth. Within the area of the Middle-West there are dozens of cities in which there have been only slight experiments in real book salesmanship, and the steady improvement of these outlets is one of the most interesting opportunities that the trade will face in the next five years.

Late Buying

A RECENT dispatch from Chicago commenting on business conditions states that "A year ago this time, buying of commodities for fall trade had practically finished, while this season it is just getting well under way. Sales for the past week exceeded the volume of last year both in value and quantity." This comment on the buying situation gives an accurate picture of the conditions in most lines that are usually active for fall retailing. Every producer of retail merchandise would probably say that the scarcity of goods during 1919 and 1920 made it possible for him to get the attention of buyers at a far earlier date than had formerly been the case. This was needed as a help to the generally strained situation and the same custom would be desirable as a permanent feature of trade as an aid to the stabilizing of year-round production if it were possible for retailers always to estimate their needs so far ahead.

Publishers of staple lines for fall who have compared orders for this year with last are generally reporting considerable falling off in the totals, and yet more than one house is optimistic enough to believe that by the first of August orders will reach the total shown in last year, for by that time the buyers who have been holding off will have sized up the situation and be willing to plan definitely for fall needs.

A recent report from one of the Federal Reserve districts showed that while the change in total net sales for the first four months of the year was two per cent less than the year before, the stocks on hand on May 1st were 21 per cent less than the year before. This active stock reduction is very commonly reported and means that in many sections the stocks are in such shape that the dealers can look to fall buying with fairly clear shelves.

The result of these conditions in the book business means that while last year at the time of the Chicago Book Fair a large part of the buying in the Middle West had been completed, this year a heavy proportion of it is still to be done. This will be a selling factor in this gathering that has not existed recently, which will help to make the meeting of unusual interest, and, with the improving conditions in production and deliveries, orders placed at this time ought to be sure of completion for fall business. It will not be at all surprising if those publishers who have prophesied that August 1st will see the total sales up to those of last year will be feeling sure of their prophecy before that time.

Staying with One Publisher

THE question of the gain or loss to an author by staying with one publisher is often discussed in the book-trade, and there can, of course, be no positive pronouncements on the subject that would be applicable to all cases, but in instances where the publisher has been successful in building up an author's sales and reputation and proved himself continually alert in keeping the new books to the front there is an undoubted gain from the practical point of view in having the continuance of the connection.

An interesting instance of how closely one author is connected with his publisher can be seen in the recent printing of an advertisement

of a new Oppenheim book without the publisher's name. This is good advertising from the retailer's point of view, as it directs the sale directly to the bookshop, (and there is no bookshop that will not have a new Oppenheim). At the same time, the reader who enjoys knowing the imprint of the books he buys will have little doubt as to what imprint he will find on an Oppenheim book.

The same is true of such a continuous seller as William J. Locke. Probably no two English writers hold a more steady level of good sale than these two, and yet both of them have relied for this steady market on the publicity and sales efforts of single publishers, who quite apparently have not allowed their interest in this promotion work to grow stale merely because they had had other works from the same source.

Books as News

NO publisher could ask more in the way of publicity than to have a double column review of his book on the front page of a big metropolitan paper. This is what has been done several times recently by the *New York Post* when the Managing Editor felt that a book had sufficient public interest to warrant this and where the reviewer's name attracted attention as well as the name of the book. The Lansing book was so taken up on publication, and this month a review of Will Irwin's "The Next War" by Senator William E. Borah took a front page position. One does not need to be a member of the book-trade to find in such a review by such a public figure as interesting an item as anything in the paper. Lytton Strachey's "Queen Victoria" reviewed by Christopher Morley also appeared on the front page.

Chicago Field Day July 8th

THE date for the annual gathering of the Middle-Western book-trade and publishers' representatives has been set for Friday, the 8th of July, and the Beverly Country Club is to be the place of the meeting. This annual feature has become a much loved fixture in book-trade events, and the Committee by hard work has been able to make satisfactory arrangements for the accommodation of the event. The Field Day subscription will include the fare to the ground, luncheon, golf and athletics, and allowance for prizes for various events.

A Short History of Printing

By Carl P. Rollins
Printer to Yale University

II. The Spread of Printing in Western Europe, 1462-1500

[Part I. To 1562—The year of the Flight of the Printers from Mentz appeared in the June 11 issue].

A DECADE after the invention of printing by Gutenberg, the art was practiced, so far as can be determined, by not more than half a dozen printing offices, and these all located in or near Mentz (Mainz). Whether the first users of movable types still carried on the art in Holland it is impossible to say,

for its operation were somewhat cumbersome and numerous, even from the first. Albert Dürer could practice his engravings anywhere; his tools were simple and easily transported; but the operation of making punches, matrices and molds, casting type, erecting a press, and printing sheets, required time and some money, even under the simple system of printing which was then in vogue.



IMPRESSIO LIBRORVM.
Patet et una vox capi inre plurima: Linnit ita una scripta mille paginas.
A FIFTEENTH CENTURY PRINTING OFFICE SHOWING ARRANGEMENTS PRESUMABLY LIKE THOSE OF THE DAYS OF GUTENBERG, FUST AND SCHOEFFER

tho we shall see that there is some reason to believe that this may have been the case. But in Germany, Fust and Schoeffer were at work with Gutenberg's old plant, which Fust had taken over in satisfaction of his claims for money advanced; Gutenberg was at work with a new plant: both these offices being in or near Mentz. At Strasburg, John Mentelin and Heinrich Eggstein had set up establishments, and Albrecht Pfister was at work in Bamberg. No other presses are certainly known at this date. In the natural course of events the spread of the art would be slow, hampered by a certain mystery about its practice, and by the fact that the tools required

However, the spread of printing in Europe was greatly hastened by events in a little war carried on by Adolph, Archbishop of Nassau. If it be true, as Lowell says, that "Gutenberg's gun has the longer range," the fact was not apparent to the citizens of Mentz on October 28, 1462, when the troopers of Adolph were turned loose to sack and pillage the city. Prince Bishops of the church were not given to the spread of light and learning as an ordinary activity, but now the workmen of Fust and Gutenberg fled the city under the impulse of military commotion, and scattered in all directions, to set up their presses in the cities of Germany and Italy. These workmen

were apparently skilled in their craft, and set about the erection of printing establishments on the lines of those of Mentz. By 1476, so wide-spread was the dispersal of the printers that books had been issued from scores of cities in Western Europe, Cologne, Rome, Basle, Augsburg, Venice, Nuremberg, Paris, Florence, Foligno, Utrecht, Alost, Bruges, Barcelona, Valencia, London, had all seen the new art established within their walls, and the finest shapes of Roman letter had been developed in Italy. From Gutenberg's first bible to Jensen's death is but thirty-five years: a generation saw the birth of printing in a small German city, its dispersal to all the civilized parts of Europe, and the life-work accomplished of some of the greatest printers. It was truly a magnificent burst of genius.

Three Great Discoveries

As soon as the secrets of the new art were scattered by the fleeing workmen of Mentz, there came a rapid multiplication of printers. Ulric Zell was one of Gutenberg's workmen who took up his residence at Cologne, and from there issued a prodigious number of books, mostly without his name in them. But he is of interest to us for other reasons than his actual book output. For years his printing office was a training school for apprentices, who carried the glory of the art to all corners of the world; and here it is quite probable that William Caxton saw the printers at work when he visited Cologne in 1471, tho it seems doubtful if he learned the art there. It is from the testimony of Zell, writing in 1499 that the Gutenberg claim to the invention is mainly derived.

All of the principal cities of Germany received the printers and offered them asylum. To Nuremberg came "one of the Mentz printers," Henrich Keffer, who in 1470 signalized his venture by making his first publication a tract on the Song of Solomon by an early contemporaneous writer. This was an exception to the practice of the first printers, who printed almost exclusively the works of antiquity. But nowhere could the art of printing have been more enthusiastically welcomed than in Nuremberg, where craftsmanship of all kinds was honored and fostered, and a record of artistic production established which has never been equalled. That great company of which such names as Albert Dürer, Viet Stoss, Michael Wolgemut, Adam Kraft, are typical, prove the hospitality of the city toward the arts: it is not surprising that the remarkable *Theurdank* (in handsome type with great flourishes) was issued from Nuremberg (tho printed by Hans Schoensperger at Augsburg, with type cast by Jost Dienecker of Antwerp, Anno 1517, and therefore somewhat later than our present dates); or that the wood-engravers of Nuremberg could produce the most admirably illustrated book which we meet with until the great days of the French press, in the next century. This was the Nuremberg Chronicle, *Hartmann Schedels Weltchronik*, printed in 1493 by Anthony Koburger, the second and

perhaps greatest of the city's printers. The chronicle was illustrated with some two thousand wood blocks, and marked the lead which the city assumed in the production of illustrated books. Such was the spread of the art in Nuremberg that from 1470 to 1500, twenty-five printers had received the rights of citizenship, and Koburger had over a score of presses at work, and had reached out to form alliances with Froben at Basle and Aldus at Venice.

Augsburg, Spire, Strasburg, Basle—all these cities had presses by 1470, Gunther Zainer of Augsburg in that year printed the first German book in Roman type, but a year after the first appearance of Roman, in Italy in 1469. John Mentelin, of Strasburg, was the first printer-publisher to issue a catalog, while Heinrich Eggstein, of the same city, issued in 1466 the first bible in German. If the first books were in Latin, the press early adopted the vernacular: printing has always been an exceedingly democratic art. Few of our modern inventions have done so much to help the world and so little to harm it. In this particular, printing and the mariner's compass may be considered as highly beneficent devices, while the third great discovery so often linked with them as determining agents in our modern world—gunpowder—has been an unrelieved calamity. The printer's place as a dispenser of light, a servant to knowledge and a preserver of all the arts, has been apparent from the first.

When Printers Were Publishers

John Gutenberg and some others of the scattered printers were back in Mentz again within a few years, and the printing office which he started lasted for a century. Gutenberg himself died in 1468. One of Fust's apprentices, Berthold Ruppel, carried the art to Basle, and here we come upon a melancholy trail. In 1471, six years after Ruppel set up his press, and after Basle had become a considerable center of printing, there occurred a strike of the compositors of the city. It "lasted for a couple of months, and was finally adjusted by the arbitration of the authorities of the town, certain concessions being made by both the masters and the employees." So the lot of the employer was hard from the first. But the great name in Basle printing, however, is that of John Froben. Probably more than any other man except Aldus, he furthered thru his publishing activities the development of scholarship and literature. Usually in the first hundred years of printing's history the great printers were artists and wise publishers at the same time: art and letters went hand in hand thru the presses of Jensen, Aldus, Robert Stephens, and the Elzevirs.

It is time to turn from Germany to the rest of Europe, and see where and by whom "the new art of printing" as the Sorbonne professor, Fichet, termed it, was spread abroad. The Renaissance had been at work in Italy for some years, and it is not surprising that it welcomed the new art with open arms.

the lack of restrictions on the output of the press, there were, forty years later, over fifty practitioners of the new art in Paris. It is interesting, but not particularly indicative of the position of the press in the different countries, that the art went into Italy at the invitation of the Church; into France at the behest of the University; and into England at no man's command, but carried thither by a sometime consul of the Wool Staple.

Light Literature and High Class Illustrations

Fichet was one of the first men to have his own work printed; indeed it was this which he had in mind when he encouraged the three printers to emigrate from Lake Constance; but greatly as he labored for the press, the atmosphere of the University proved not so stimulating as did the freer air of Lyons, where printing was introduced soon after it was at the Sorbonne. The latter insisted on theology and religion; Lyons took a lighter view of life as befitted its more genial climate and its culture of the silk worm, and there arose a remarkable group of printers and engravers. Says the historian: "They gave attention to the production of books in light literature, such as popular romances, legends, folk-songs, etc., printed, of course, in the vernacular, at a time when the printers of Paris and, for that matter, the printers of nearly all the other book-manufacturing cities of Europe were devoting their presses exclusively to theology and to the classics. . . . In connection with these romances and with some few other classes of literature, the book-makers of Lyons gave particular attention to the production of high-class illustrations. They used for the purpose the work not only of French, but of foreign designers and engravers. The printer Le Roys, for example, employed Holbein to design a new Dance of Death, and also to prepare a series of illustrations for the New Testament."

If we disregard the Coster invention of printing, the first recorded practice of the art in the Low Countries was at Alost, Utrecht and Louvain, in 1473. There are interesting and unexplained facts about the practice of typography in the Low Countries, as we shall see in the later section devoted to England, but from 1473 on, the press has a well-documented history, but a history devoid of artistic or other interest until we reach the date of Christopher Plantin's activity (1555). It was, however,, at Bruges that the English press begins its career in the office of Mansion and Caxton, and the type of the Caslon variety originated in Holland. Starting with the black letter of the early German printers, we find that the early printers of Italy and France quickly superseded it with the more graceful Roman letter, a more elegant shape better suited to the genius of the Latin countries.

First Book Printed in England

It is to the low countries that English printing traces its roots. William Caxton, England's first printer seems to have learned something of the art from Ulric Zell's print-

ing office at Cologne, while he was there in his capacity of commercial representative of the English wool merchants, but it was at Bruges that he set up his press. He engaged Colard Mansion, a leading calligrapher of that city, to help him as foreman, and in 1475 they issued from Bruges the first book printed in English, the "Recuyell of the Histories of Troye." Unlike the first printers of Germany, Italy and France, who cast their own type, Caxton, with the instinct of the trader, bought his type from John Veldener of Louvain. After Caxton's departure from Bruges, in 1476, Mansion still continued to print books, but the more important partner went to England, and set up his press in that year within the precincts of Westminster Abbey. Here on November 11, 1477 appeared the first book printed in England—the "Dictees or Sayings of the Philosophers," and in 1478 came forth an edition of the Canterbury Tales. It was a distinguishing feature of Caxton's press that his books are noticeable for their appeal to persons of ordinary, every-day interests, rather than for any artistic or scholarly superiority. Indeed, it seems to have been only the threatened competition of rival establishments in London, which were set up about 1480, which compelled Caxton to bring in a continental workman with the finer standards of printing there in vogue. This was his foreman and successor, Wynkyn de Worde.

Dutch Influence

Printing at Oxford began in 1478 (the old date of 1468 has been proved erroneous), when it seems to have been introduced by Theodoric Rood and Thomas Hunt, printers of the school of Cologne. The early work of the Oxford press resembles that of Ulric Zell of Cologne, while the early issues of the Westminster press are cruder and more like their Dutch prototypes. There is something yet to be explained about the early printing of the Netherlands quite aside from the partisan interests of German or Dutch historians. The crude and simple printing of the Costeriana (or early undated books issued in the Low Countries, and grouped for convenience around the name of Coster) seems to be the prototype of Caxton's work, rather than the art of Gutenberg and his scattered apprentices. But fascinating as the study is, it is not pertinent to our paper, which must confine itself to the commonly accepted dates and names.

The Screw Press

The years from 1462 to 1500 were prolific years in the new art. By the latter date presses had been established in all the major cities of Europe. The business of printing bibles and books of devotion or of biblical criticism had expanded, under the direction of such men as Aldus, Froben, Jensen and many others, into the great operation of publishing works in all fields of learning. Gutenberg's bible had spaces left for the insertion of initial letters by the calligraphers: by 1500 most elaborate

and ornamental initials had been cut on wood and printed with the type, either in black or in color. Not only that, but the craftsmen of Nuremberg and Lyons had evolved the cutting of wood blocks of pictorial design to a high degree of refinement, and illustrated books were to form no inconsiderable part of the issues of the press in the next century. In Italy the Roman letter had been developed, and the black-letter of Gutenberg's day had definitely been set aside by all the printers of Europe, except in Germany. Many handsome forms of black-letter were to appear, but its use on the generality of books was abandoned. Both vellum and paper were used to print on, but no advance in this direction, or in the inks used in printing, has ever been made. The printing machine of Gutenberg's day was, presumably, the simple, ponderous screw press which we see first pictured in a Lyons book of 1499. This press sufficed the printer for three centuries, practically unaltered. Aldus had presented the world with small books, a form which serves us today. And the time of the great printer-publishers had come. We will look at the work of several of the most noteworthy in our consideration of the Printing Supremacy of Italy, 1470-1530, in the next article in this series.

A List of Early Centers of Printing and the Dates When the Art Was Introduced

| | | |
|-----------------|------|----------------------|
| GERMANY | | Rennes1485 |
| Mentz | 1450 | Rouen1487 |
| Bamberg | 1461 | SPAIN |
| Strasburg | 1461 | Valencia1474 |
| Cologne | 1465 | Barcelona1474 |
| Leipzig | 1480 | Seville1479 |
| Ratisbon | 1485 | Madrid1499 |
| Munich | 1486 | LOW COUNTRIES |
| Hamburg | 1491 | Alost1472 |
| Offenbach | 1496 | Utrecht1472 |
| ITALY | | Louvain1472 |
| Rome | 1465 | Bruges1474 |
| Milan | 1469 | Antwerp1472 |
| Venice | 1469 | Brussels1474 |
| Bologne | 1471 | Leyden1483 |
| Ferrara | 1471 | ENGLAND |
| Florence | 1471 | London1476 |
| Naples | 1471 | Oxford1478 |
| Genoa | 1474 | St. Albans1480 |
| Turin | 1474 | |
| FRANCE | | |
| Paris | 1470 | Copenhagen1493 |
| Lyons | 1473 | Budapest1474 |
| Angers | 1476 | Cracow1491 |
| Chartres | 1482 | Lisbon1489 |
| Tours | 1484 | Stockholm1483 |

1921—A Buyers' or Sellers' Market?

THE frequently voiced contention that the book business is "different" from any other is not lacking in proof this year. Certainly none has experienced such difficulty in adjusting itself to the new conditions. At the first signs of a slackening demand, manufacturers in other lines have been able materially to lower their production costs which in turn enabled retailers to offer their merchandise to the public at a figure calculated to make it buy. From time to time there have been further price revisions, which, as everyone now knows, indicate the large profits made during the years of plenty.

Publishers, however, did not raise prices during this period to any such extent as would permit them materially to lower the prices of books now. In fact the present manufacturing difficulties make it an effort to maintain the present price levels. For, the slightly decreased cost of materials has been more than offset by the increased costs of labor, and the expense of selling has increased heavily.

Present prices, therefore, must be maintained and any disposition on the part of the public to buy less will have to be met with greater selling effort.

That the situation is yet a good one has been proved by reports which showed that the book business has not only been better in the first four months of 1921 than it was in the same period last year but that the prospect for the rest of the year is decidedly bright.

Judging from the replies received to a questionnaire sent out by the PUBLISHERS' WEEKLY

to some 200 booksellers the book business right now is in a remarkably strong condition. The result of the survey presents a better showing for the past month and a brighter outlook for the future than that of any retail business this year. Out of 105 replies from 79 cities, 75 dealers, or over 70% reported an increase in these four months over 1920. Only 20% reported a decrease, and 10% stated that business was on a par with last year, which everyone admits was the best that was ever had. Altogether there has been a common increase of from 10 to 20%.

It would seem then that reports of a heavy falling off in buying are exaggerated. To be sure the feverish buying activity of 1919 and 1920 has not carried over to 1921, and dealers are ordering more conservatively; but the present policy seems to be hardly so much one of retrenchment as one of delay; and, on the whole, purchases will be up to last year tho the larger part will be made perhaps later this year than in the past two or three years.

There is every indication that fall business in the bookstore will start earlier this year and what is more—that it will start with a rush. Four extraordinary selling campaigns—extraordinary as perhaps the most extensive ever attempted in the book business—are now being planned for release in August. In that month, D. Appleton & Co. will publish the new Harold Bell Wright novel, Doubleday, Page & Co. will have a new book by Gene Stratton Porter, Lippincott will issue Hall Caine's, "The Master Of Man," his first novel to be published in

eight years, and the Cosmopolitan Book Corporation will publish James Oliver Curwood's "The Flaming Forest" for which they have announced a 100% greater campaign than any they have made previously. With such big-selling titles coming so early in the fall season and with the issue later in the year of new books by Peter B. Kyne, Rose Macaulay, author of "Potterism" and Floyd Dell, author of "Moon Calf," it seems safe to predict for the bookseller the biggest fall in the history of the book business. . . . These are only a few of the important titles which will be offered for sale this year; but already there appear to be enough reasonably to assure the success of the season.

Publishers of juveniles, toy books and editions of standard authors,—the so called competitive lines—face a different and somewhat more serious situation. Not only must their prices always be maintained at the lowest possible level but their business must come early if operating costs are to be held down.

But attitude of buyers this year has in every way added to their difficulties. The disposition to put off buying until the last possible moment

has been very marked both at the Toy Fair in New York in March and at the one which was held in Chicago in April. This has necessitated more frequent traveling and displays, lasting longer than usual. And the increased selling expense is naturally making it harder to hold books at their present prices.

Just how long buyers can hold off placing their fall orders it is difficult to say. The Book Fair which will open next month in Chicago will probably indicate the buying attitude in the whole mid-west area. Nearly all the publishers of competitive lines will have displays, and a large number of buyers from the surrounding states—Indiana, Michigan and Wisconsin—are expected to attend. The Book Fair, because of the large number of publishers' displays, undoubtedly offers these dealers a splendid opportunity to buy better.

In normal times July marked the eleventh hour of fall ordering. This year when manufacturing conditions have increased the difficulty of filling orders or reorders very late July seems the very last minute in which buyers in the mid-west may purchase their stocks for fall.

The Chicago Book Fair Directory

WHAT is regarded as perhaps the most important test of the condition of the book market in the mid-west will be made at the Chicago Book Fair in July. Publishers of competitive lines,—juveniles, toy books and editions of standard authors—attach a greater significance to the event this year because of the marked hesitancy of buyers to place their fall orders at the Toy fair which was held in New York in March. The results they will obtain may, therefore, be considered fairly indicative of the buying situation in this rich book area.

The travelers who cover Chicago regularly are mainly the veterans of the road. The occasion of a "Book Fair" commands the services of the salesman of record, the man who, thru years of training, is thoroly groomed for the race for big business. A few yearlings, representing the newer publishers, will be in the line-up for a share of the stakes. Among those who will make things hum this year at the Palmer House and at the Congress it is interesting to study the following entrants and see how they "get away with it" during the warm weeks of July:

Appleton (D.) & Co.—E. Heikel, Auditorium Hotel.
 Atlantic Monthly Press—James L. Crowder, Palmer House.
 Barse & Hopkins—John H. Hopkins, Palmer House.
 Bobbs Merrill Co.—H. B. Runyan, Palmer House.
 Boni & Liveright—James L. Crowder, Palmer House.
 Brentano's—James L. Crowder, Palmer House.

Burt (A. L.) Co.—Theodore A. Jasper, Palmer House.
 Cupples & Leon Co.—Gallon, Palmer House.
 Dodd, Mead & Co.—Howard C. Lewis, Congress Hotel.
 Doran (George H.) Co.—H. R. Drake, Palmer House.
 Dorrance & Co.—James L. Crowder, Palmer House.
 Grosset & Dunlap—E. C. Ketcham, Congress Hotel.
 Holt (Henry) & Co.—Stanley Walker, Congress Hotel.
 Hurst & Co.—L. M. Levy, Palmer House.
 Lippincott (J. B.) Co.—Thomas H. Claggett, Congress Hotel.
 Little, Brown & Co.—Frank Jones, Congress Hotel.
 Lothrop, Lee & Shepard Co.—L. W. Adams, Congress Hotel.
 Macmillan (The) Co.—W. R. Kohr, J. G. Hamer, Palmer House.
 McKay (David) Co.—Alex McKay, Palmer House.
 Moffat Yard & Co.—John H. Apeler, Congress Hotel.
 Nelson (Thomas) & Sons—George Bachman, Palmer House.
 Nourse Co.—L. M. Levy, Palmer House.
 Page Co.—William Robinson, Palmer House.
 Penn Publishing Co.—Frank W. Shoemaker, Congress Hotel.
 Reilly & Lee Co.—W. F. Lee, S. H. Barst & C. F. Benoit, Palmer House.
 Standard Publishing Co.—T. B. Booth, Palmer House.
 Stanton & Van Vliet Co.—John R. Stanton, Palmer House.

Stewart & Kidd Co.—James L. Crowder, Palmer House.
 Stokes (Frederick A.) Co.—F. Brett Stokes, Palmer House.
 Stoll & Edwards Co.—W. M. Edwards, Palmer House.

Sully (George) Co.—George Sully, Palmer House.
 Warne (Frederick) & Co.—James L. Crowder, Palmer House.
 Winston (John C.) Co.—B. F. Fichens, W. O. Shepherd, Palmer House.

Book Talks for Women's Clubs

By Margaret Donnan

WHEN I answer the roll call at the Woman's Rotary Club, I say my work is "Lecture Classes in Literature." Sometimes I think I shall change the response simply to "Booktalks," for that is what the classes really are. They are talks given weekly or fortnightly during the season to groups of women in Indianapolis and half a dozen smaller towns in the state. The groups are composed of women of all sorts, some fresh from college, some brides, some mothers of small children, some grandmothers, and a few teachers, librarians, and business women. A large percentage of them are bookbuyers. The purpose of the class is to help women who are busy to keep in touch with the best new things as they come out, and to keep somewhat refreshed about old things.

The first part of each hour is spent in talk about new plays, literary gossip and mention of books which may be interesting to some people but which we are not to discuss in class. At each meeting two books are reviewed, with, of course, the purpose of making each one interesting, of giving a clear idea of the sort of thing the author is trying to do, and of showing how successful, according to the opinion of the speaker, he has been.

After an intermission, in which questions may be asked, a chapter of some volume of essays on literature is discussed and some classic chosen to illustrate the author's point. This season, for instance, we have been using Mr. Cabell's delectable "Beyond Life," a book not about spooks, as the janitor of my apartment thought when he saw it lying on the table, but about life and literature. That has given us a chance to recall all sorts of old things from Marlowe's "Dr. Faustus" and Congreve's "Way of the World" to François Villon's "Poems." I suppose the attitude of the speaker is a little like that of the literary revivalist of whom the editor of the *Post Literary Review* wrote not long ago, for he spends much zeal trying to make his own enthusiasm "catching."

People in the classes *do* read, tho they have no responsibility whatever during the lecture hour. The book shops in town keep in touch with what we are to have and try to be ready to supply the demands. Practically all the class people, whether they live here or not, buy their books in Indianapolis. In some places the librarian belongs to the class, keeps careful track of the books the women will be asking for, and supplies as many of them as possible. In some places the newspapers give us a good

deal of publicity and print after each meeting what was discussed that day so that lots of people who are not members of the classes have their attention called to what is being read.

Each member is given a typed list of the things to be talked about the coming month, so that she can actually see what the titles and the authors' names look like. And at the end of each season lists of suggested summer reading are given out, lists made up of things which have appeared too late to be discussed in the current season, or things the appearance of which has not yet been made. The books on such lists of course are chosen according to what one has a reasonable right to expect from certain authors in the way of excellence and from fairly dependable advance notices. I am told that various people in the families of class members always grab every kind of new list which appears.

At the last meeting of this season I asked the ladies to vote on the three new books we had discussed which they had enjoyed most. There was much excitement over the voting, especially in the smaller towns where everybody knows everybody else. In S— the very minute the voting was mentioned, one very keen and active woman immediately began to electioneer against "Main Street." She did not want her town to go on record as voting for it, for fear, I suppose, that somebody should think a vote a sort of tacit admission that there was much truth in the book. As a matter of fact, the big vote that this novel polled was largely due to the small towns for most of them voted heavily for it. We had a secret and unsigned ballot, tho the unsigned cost me a struggle since I was fairly aching to know who voted for what.

The votes are now all in. They were, you understand, not for what the women considered the finest pieces of work but what they had enjoyed most. This is the way the choice came out: "Autobiography of Margot Asquith," "The Age of Innocence," "Main Street," "Steeplejack," "White Shadows in the South Seas," and the "Letters of Henry James." The first three had practically the same number of votes and were well ahead of the next three, which again had about the same number. Out of about forty-eight books on the list at least thirty were named as favorites. "The Rescue," "The Voyage Out," "Beyond the Horizon," "Emperor Jones," "Miss Lulu Bett," "Prejudices, Second Series," "Flame and Shadow,"

and "Youth and the Bright Medusa" all got a respectable number of votes. And "The Domesday Book," "Smoke and Steel," Mrs. Hale's "An American in London," "Poor White," "Potterism," Max Beerbohm's "Seven Men," "A Few Figs from Thistles" and "In American" had several champions. A great many votes went to "Beyond Life," tho that was not on the list meant to be voted for. Had it been, it undoubtedly would have come out ahead, for it has been extraordinarily popular.

There is no job in the world more fun to do than this "book-talking;" I am convinced, for it keeps one all the time at what he would choose to do had he leisure. It has all the delights of

reviewing for magazines and newspapers, with the additional fun of getting to talk about the books to people who want badly enough to listen to pay to do so, of getting to pick for discussion what books you please with no obligations to anyone but the audience, of knowing it is your duty to gobble the new *Bookman* the minute it appears, and likewise the PUBLISHERS' WEEKLY, and the *Times Review*, and the *Post Review*, and the book pages of the *Transcript*, the *Chicago Tribune* and the *Chicago Daily News*, for of course you really should know what these people think. It is no wonder that many of my fellow Rotarians look with envy upon my job.

Close Organization of German Writers

THE Authors' League of Germany is going strong; so strong, indeed, that no author can exist without a membership therein—and his dues paid, writes Wm. G. Shepherd to the *Authors' League Bulletin*. The organization is only a year old, but it has an alarming strength. From the American viewpoint it is as alarming to authors themselves as it is to publishers. From the viewpoint of the German authors it may be a means of salvation from poverty and starvation.

Its history is short. Fifteen years ago the stage writers of Germany formed a league which has been exceedingly successful. Three years ago the film writers of Germany followed the example of the play writers. A year ago the authors of Germany copied the film writers. And today the play writers, the film writers and the authors have formed a cartel that includes every prominent writer in Germany as well as in Austria.

The power of this trio of leagues, acting as a cartel, is tremendous. The play producers of Germany are signing a contract with the play writers agreeing to purchase plays only from members of the League. The authors in the League have secured from over two hundred publishers of Germany contracts to buy novels, essays, etc., only from members of the League. The film writers are endeavoring to drive the film producers into a similar agreement. The object of the League

is to force every writer or literary producer in Germany and Austria into the great cartel, and then impose the League's own terms on the prospective purchasers of literary or dramatic wares. One hundred and fifty of the leading German writers including Sudermann and Hauptmann are in the League and any writer who makes his living by writing may join the League upon the payment of a small fee. Beginners may work thru the League and if they win their spurs these spurs are to be first conferred upon them in the form of membership by the League itself and not by the publishers.

Members of the League, in dealing with German or Austrian publishers, are at liberty to negotiate directly with the publisher, but, in matters of foreign rights, the individual is retired to the background and the League itself conducts the business. For instance, in the case of English translations, the German Authors' League has made a contract with the Foreign Press Service whereby the latter thru its London and New York offices controls all the rights in English-speaking countries to the work of members of the League for a term of years. Members of the League surrender to the League all their rights to English translations and the League, in turn, confers these upon the Foreign Press Service. Payment of royalties is made directly to the League, instead of to the author.

Books and Periodicals

THERE has been a very general report in the field of popular periodicals that subscription lists and general sales have fallen off markedly in the last six months, tho in this same time book sales have apparently been holding their own. It would take a great deal of retrogression on one side and a startling increase on the other to bring these two figures in close relation to each other, but even a slight tendency is of hopeful interest to the bookseller, tho he has little feeling of rivalry for those who present reading matter in other form and with advertising.

The government paper statistics seem to indicate that periodicals consume at least seven or eight times as much paper as books, even when we include in the books all of the great output of textbooks, subscription sets, etc., over and above the regular current production. The bookseller cannot help wishing sometimes that he might be left by the periodical publisher to work out his own salvation without the book being called upon to promote the interest of the periodical circulating department by its use as a special premium.

Formerly the custom in this regard was for

the periodical publisher to offer some special five or six volume set of books that had had their run in the bookstores, but which served as an admirable incentive to periodical purchase. Lately, however, the periodicals have found it more to their advantage apparently to use the current book for circulation building. The bookseller does not care to give away periodicals to build his book sales because in building book sales he increases his receipts at only one point, while, when the periodical publisher obtains a subscription, he also obtains an increased leverage on his advertising rates or helps to hold the current ones. The bookseller's feelings might be well expressed by the anecdote of the Maine farm wife, who was approached by the Suffrage promoter just as she was emerging from the barn at the end of a long and weary day bearing a heavy pail of milk and a basket of eggs. On being asked as to her interest in having the vote, she explained, "As far as my having the vote the same as men is concerned, all I say

is that if there is one leastest little thing that the men can do all by themselves, I say let them do it."

The bookseller would say that if there was one little fragment of the public's reading that the public may be induced to pay full face value for, why not let them do it? The newspaper costs less to the reader than its manufacturing cost, the periodical the same, the libraries supply books free, societies give them around, and states supply reading matter to every child, all this is as it should be, and just a fraction of one per cent of our reading matter the book which the public can buy and pay a bookseller an amount that covers the royalty to the author and the cost of its manufacture and distribution. If they can be persuaded to pay this economic price for this one little part of their reading, why not let them do it instead of turning this to a method of promoting the sales of the plethoric periodicals?

Tales of a Traveler

"No Matter What"

IT isn't always a difficulty to get into conversation with a customer. One case, I recall, when it was much more difficult to get out of it.

He was sitting at his desk; I was standing by it. I'd just called his attention to a new book on America's greatest sport—Golf. He took the book from me and ran thru its pages. He was silent for a moment, looking it over carefully. Then he handed it back to me.

"I'll never forget the first game I played," he began; his eyes twinkled, reminiscently.

"Beginner's luck?" I asked.

"Well, no!" he went on. "They all said that they'd never seen a beginner go about it in a more scientific manner. I knew exactly how to grip my clubs. That's the first thing, y' know, in this game. My first hole, I made in five, and putted out in two. Good playing! Study! Not many around here can go me better. . . ." He paused contemplating his ability. So I took advantage of the lull to call his attention to another book. It was a health book. He followed me while I described the system in detail. Then he looked thru the book. After which, he began.

"Would you ever think I had once been a sick, yes, a very sick man?" he asked. I replied, properly, with the negative. So he "carried on." And I pulled up a chair for myself and sat down.

"Well, I was. In fact, they were expecting me to die at almost any time. I was in the most serious condition a man could get in. It was *most* serious. But—I made up my mind that I would be a well man once more. So I set to work. And I worked. *How* I worked! Until I made myself what you see before you to-day. I'm sound enough looking animal, am I not? No one is in better health. Now would you think I had been dying, would you?"

I passed on to the subject of bees, because I had a book on the subject.

A look of rare pleasure passed into his face. "Ah!" he exclaimed. "Wonderful creatures. Interesting insects! Very wonderfully interesting, aren't they?"

I really thought so.

"I raised bees once. My apiary was one of the finest in the state—in the whole United States, I may say. I went about it scientifically. Every possible device for the improvement of the place, I had. It was a thoroly practical, and a scientific place. And say," he rambled, "I believe those bees knew me—every one of them."

I'd discovered the only way to get him turned from a subject was to introduce a new one. My next was most unfortunate. When I handed him a new volume of poetry, he sighed happily. Then I knew. He was a poet.

"Did you ever write poetry?" he asked me.

"I haven't the gift to *any* degree," I answered.

"You're right there, my boy! It is a gift! It is a gift. I have it! Fortunately! My father did before me, and his mother did before him. Ah! That touch, that being in tune with the Infinite. That's what it is. That's what it is!" He repeated himself a few times, each more dreamily than before. Then suddenly he turned to his desk, and took out a large pile of papers, and began fingering rapidly thru them. I knew I'd laugh if I read them. So suddenly, I said abruptly:

"I'll ship this order October first, shall I?"

It worked. He began marking the list, then handed it to me, saying "Yes, that's when I want it!" As he again turned to his "art," I thanked him, shook his hand and made my get-away.

Energetic Retail Advertising

ONE of the stimulating incidents at the Booksellers' Convention was the informal speech from the floor by T. Albert Hooper, manager of the Deseret Book Company, as to what he was doing in the way of retail advertising. The convention discussion was running to the idea that retailers ought to find more ways of taking initiative in local advertising, and Mr. Hooper supplied the needed touch by showing what one firm could do.

He had made for the past year a liberal appropriation for general advertising—about six thousand dollars—and had put it in the hands of an advertising agency, Stevens, Wallis & Brazier of Salt Lake City. The result, he claimed, more than justified his theory, and he expected to go forward even more systematically during the coming year.

An examination of copies of these retail advertisements shows an excellent use of illustrations, interesting type arrangement, and a very careful effort to key the copy to the season's interest. In the Christmas campaign of last year very liberal space was taken, the advertisements usually being three columns in width, with a very strong emphasis put on the

children's books. The largest ad display ran to six columns with an elaborately designed border and was printed on the 14th of December.

One slogan which was used quite continuously read:

"There is a peculiar dignity attached to the gift of a book that is in no way affected by its price." This was repeated in several of the advertisements. This same slogan with no other advertising was printed in beautifully lettered form in one of the Rotary supplements during December.



"Shower" the Bride-to-be with BOOKS

Pretty wearing things will see their day, fragile china chips and breaks; pots, kettles and pans develop dents and scars.

But Books—there you are. The perfect tribute to a girl friend. You put your gift on a higher plane than things material. A happily chosen volume is a love token imperishable, one that becomes more dearly treasured as the years go by.

So let it be a "shower" of Books. Make your collective giving the nucleus for an adorable home library. Come to us for friendly and expert cooperation. Let us suggest authors and titles that make a harmonious group—that will just thrill "her" beyond words.

DESERET BOOK COMPANY
7th and Main, Salt Lake City, Utah

and of the book shower plan suggested by the Year-Round Bookselling campaign.

There is a very general feeling among booksellers that there is going to be a much stronger use of advertising among retailers than there has been in past years. Such concrete reports of success as the one from the Deseret Book Company will encourage this attitude.

After Five Years

THE Hampshire Bookshop at Northampton, Mass., has been celebrating its fifth birthday this month. The completion of its five years of steady work and progress was marked by the advent of an interesting and newsy little sheet *The Book Scorpion* giving impressions of appreciative friends as to the success of the enterprise, which may serve also as an inspiration and encouragement to other co-operative shops and to other women engaged in the book business.

A senior of Smith College typifying the youthful patron of the store voiced her appreciation of what the Bookshop has done for her in the following letter:

Every now and then some unconsidered relationship steps forth and demands full recog-

nition of its meaning. Whenever I have entered your Bookshop during these last few weeks of my college course, I have been faced and challenged by the spirit there. Its significance for me, in the face of separation, cannot be denied. I am distressed at the thought of leaving the shelves of books, the blue wicker chair, the colonial clock, the homelike atmosphere within, and the painted ship on the green facade that comforts me with its old shoppe individuality on a street of typical small town business blocks. You once said to me when I was venturing timidly about, "Come in often and read, and stay as long as you like, even if you don't buy anything!" It was a hearty welcome. I began haunting the place. The more I went, the more I

wanted to go. I lost my usual salesroom timidity. There was no terrifying, enquiring, business-like "What do you want?" over the counter, when, what I wanted was what I had come to discover. There was no barrier between me and the books. There they were, as accessible to my hand as books at home. I could become acquainted with them. For a beginner that is invaluable in the building up of a library of any real, personal meaning. If a book is to become the proverbial friend, the meeting must be natural. It must at times be chanced upon first hand, in some hidden corner.

Since then the association has proved enriching, because of a spirit of culture and refinement and because of friends' discussions there (not to mention nearly-midnight parties after lectures, when we wakened the sleeping bookshop, sat upon counters, drank coffee and, as in a dream, listened to authors we had read and loved, but never hoped to meet!) No classroom has contributed more to college life. This confession is made for myself and my book loving friends.

Sincerely yours,

DOROTHY W. BUTTS, 1921.

The influence which the Bookshop has exerted in the college community where it is located is expressed in President Neilson's testimonial:

The Hampshire Bookshop seems to be filling more and more adequately the place which it was founded to occupy. I seldom enter it without finding numbers of students browsing about the tables and shelves, and there is unquestionably a great deal of cultural influence exerted by the literature which it brings to the notice of members of the college and by the atmosphere which its managers have contrived to create. Their enterprise has been further shown this year by the development of the practice of bringing to Northampton lecturers whom the college cannot afford. I presume they have taken considerable financial risk, but the appearance of the Academy and of the High School Hall on the evenings of their lectures would seem to indicate that their courage has been rewarded. In any case we who live in Northampton are constantly more and more grateful to those who have made the Bookshop possible, since it is so rare to find, even in towns much larger than this, shops with so fresh a supply of the best new things and service offered by women who have a feeling for books and are willing to put their knowledge at your disposal. I regard the Bookshop as a very important adjunct to the college as a civilizing influence.

W. A. NEILSON,

President of Smith College.

While an author's tribute comes in these words from Robert Frost:

You are one of the few bookshops in the world where books are sold in something like the spirit they were written in. You are a splendid exhibition of enterprise for a lot of college girls to look on at. I should think some of these, who hadn't just seen what to

do with and for themselves after graduation, might be inspired by your example to try to do in other small towns what you have done in Northampton. They couldn't do better with and for themselves, or, for that matter for the small town, or for publishers and authors. I know publishers and authors who would like to encourage them.

Sincerely yours,

ROBERT FROST.

A Rotary Catalog

A N interesting adaptation to the now common principle of visible indexes has been applied to book cataloging by Baker & Taylor Company, with the result that it is able to maintain a constantly revised index of over fifty thousand titles, which comprises the great group of books that are in stock or likely to be in demand from their daily orders.

The visible index, which is now commonly used in so many bookkeeping offices for keeping track of customers and accounts, has been elaborated so that the filing clerk can sit in the midst of a group of these rotary cases and with slight effort and great speed can obtain the publisher's name, retail price, or stock quantity on any book. This requires no thumbing of cards or turning of pages, and changes can be quickly made. The index is by author's name, and with that cue all the other information can be easily had.

Changes in prices are made daily, and it keeps four trained bookmen occupied posting new editions, new titles, and the other needed changes, with the resulting saving in time, which makes it very much worth while.

A Periscope Editorial

READING MADE EASY IN CHICAGO

(With profound apologies to Henry Seidel Canby.)

Altho our tone be periscopic,
Sober and serious our topic;
We treat—all flippancy apart—
The aim of the reviewer's art.

You ask what takes the public eye
What helps a volume here in Chi.
We say that books are looking up,
Thanks to efficient hooking up.

We count it as our task to hook
Each eye to its peculiar book,
For books and eyes meet only when
Hooked up by the reviewer's pen.

Each solitary book, we clutch—
Altho it may not look like much—
And, looking for an eye to match,
We try to make the dumb thing catch.

We falter at our office humble;
Sometimes our feeble fingers fumble;
Yet by our aid, however weak,
The Muse in Chi is always chic.

—KEITH PRESTON.

Books in the Hospitals

ONE of the after results of the war work of the American Library Association has been the continuing service in the government hospitals and in those in which government cases are taken care of by contract. It is hoped that the value of books in hospitals and in sick rooms has now been so fully demonstrated that doctors and heads of hospitals will do their part in giving continuous support to plans for having a thorough library and a well trained librarian in every large hospital.

Typical of reports that have come in from the last year's work is one from Louise Sweet, who has been serving in the Public Health Hospital of New Haven, Connecticut:

"It is interesting," she writes, "to observe the inclination of many men toward book buying. Sometimes they indulge in almost reckless expenditure. One patient has recently bought a much illustrated war history costing \$30; another has bought a fine edition of Webster's dictionary at \$30; someone else has ordered Simond's 'History of the World War,' another expensive work. One man buys one or two of the Lippincott Farm Manuals each month with the intention of ultimately owning the set; another in his effort toward self-improvement has bought within the month a book on business letter writing, one on social letters and another on etiquette. One man has brought his set of the Harvard Classics to the hospital with him."

In February this librarian was asked to buy for personal ownership of men in the hospital: "The Real Business of Living"; "The Latch-string"; "The A. E. F."; "The New Century Book of Facts"; two Lippincott manuals on Soils and Vegetable Gardening; "Isn't that Just Like a Man?" (for a Valentine gift); "Simba"; a reliable English dictionary; Paul Anthony, Christian"; "Miss Lulu Bett"; "The Age of Innocence."

By careful selection and distribution of books, an effort is made to supply each man with books of special interest or value to him. Regular library service in well equipped reading rooms is supplemented by daily delivery of books to the wards, and careful guidance of the men's reading along lines likely to aid their recovery and help arouse their ambition. This work is especially appreciated by men who will be unable to carry on their previous occupations, and is of great value to those upset mentally.

There are approximately 55,000 books in the nineteen hospitals where the Association has placed librarians. The circulation of these books in 1920 was about 200,000. In other hospitals, about 20,000 books are in charge of Red Cross and Vocational Board workers and other volunteers. Periodicals and newspapers are also supplied.

One book in one hospital was borrowed 78 times.

About 80 per cent of the ex-service men in hospitals have made use of either the books

or the magazines placed by the American Library Association.

Japanese Book Buyers

THE Japanese, so Mr. McDevitt Wilson affirms, are the politest and most intelligent customers he has ever had. They buy nothing but the best books: biography, politics, science, history; they have little interest in fiction; they know exactly what they want; they never complain at the price of books, tho the kind of books they buy are those that the publishers price very high. They do not fill his shop with uproar and chatter, like some newspaper men he knows, says Mr. Wilson; they go straight to the table of Important Non-Fiction; they are sage, urbane, and decided.

Valencia Acclaims Ibañez

THE return of Vicente Blasco Ibañez, the novelist, to his native city after his visit to the United States and Mexico, was made the occasion of a triumphal procession in which the military and civil authorities and the entire population of Valencia joined.

Señor Ibañez was driven in a State coach to the town hall, where he was compelled to speak from the balcony to the cheering crowd. He said that during the course of his travels he had seen one city which reminded him of Valencia—San Francisco.

When you go to Washington

ALL those who go to Washington to transact business with any department or bureau of the Government may quickly be advised as to the exact location and means of reaching the particular department or bureau in which may be centered the business which they desire to transact.

For this purpose there has been established a Bureau of Information on the ground floor of the Post Office Department Building, located on Pennsylvania Avenue at Twelfth Street, in charge of competent people who will definitely answer queries of this character.

The public is invited to make use of the facility.

More Colyuming

THE value of informality in book talk has been so much appreciated in the trade that publishers in their paid space have been adopting this method with good results. All the spring Putnam's has put its advertising in "colyum" form with excellent results. Now Doubleday has followed suit and put interesting notes and news of its books into that shape. Doubleday is placing special emphasis on the quality of its book-making and on its price levels.

It is probable that if all advertising fell into this style these special examples would cease to be as effective but because of their novelty and clever handling they are undoubtedly supplying excellent publicity, which is watched by the public and by the trade.



ARCHIBALD MARSHALL

English Novelist Receives Degree

ARCHIBALD Marshall, the English novelist, who has but recently arrived in America, was awarded an honorary degree, that of Doctor of Letters, by Yale University, on June 22nd. Mr. Marshall's plans for his American visit are as yet somewhat indefinite. He hopes to visit the Middle West, New England, and Virginia, to spend a few leisurely weeks with us free from lectures, banquets and the like. He wants to familiarize himself with American country home life, contrasting it with the country life of England, which he has pictured in his novels.

"Miss Kitty's Bookshop"

ANOTHER bookshop under the management of two experienced book women was opened at 741 Madison Avenue, near 64th Street, New York, on June 8th. It will be conducted under the name of "Miss Kitty's Bookshop," and the management will put into practice several bright features and specialties in selling practice. The proprietors are Miss Kitty Moclair, who has been head of stock and assistant buyer for the past twenty years at Bloomingdale's, and Miss Mary Perks, formerly book buyer for the old house of Greenhut & Company, later for Abraham & Straus, and until recently for Bloomingdale.

New Pulitzer Prizes

A PRIZE of \$1,000 for the best volume of verse published during the year by an American author will be added to the list of the Pulitzer Foundation awarded annually by the Columbia University School of Journalism. The Advisory Board has decided to discontinue the prize previously offered for the best paper on development of the school, and to offer a new prize of \$500 for the best cartoon published during the year.

A New Educational Field

THE first public speech of Dr. John J. Tigert, recently appointed United States Commissioner of Education to succeed Dr. Claxton seems to suggest that public schools are to be the center for a new field of discussion. Dr. Tigert suggests that one of the policies of his Bureau will be to urge that there shall be in the schools of the country a wide discussion on the rights of property.

This is along the line that H. G. Wells points out in his chapters on education in "The Salvaging of Civilization." Mr. Wells believes that young people of the college age are more keenly discussing religion, theories of property and sex than any other questions and that these three subjects have been largely prohibited in the public schools. If, as Dr. Tigert suggests in the dispatches from his Lexington, Kentucky speech, problems of the rights of property are to be discussed, it will open up a new interest in current books on socialism, communism, bolshevism, and the like.

Dr. Tigert states that he will start this campaign by sending prominent speakers thruout the United States to deliver addresses, and, if this is carried out both bookstores and libraries will feel the pulse of this discussion. Discussions on communism will be especially interesting, as of course the Pilgrims made an early experiment in communism, and this country has had several famous experiments that have made their mark on American history.

Must Go to Russia for Theft of Library Book

JAMES BANINE, twenty-eight years old, a former student at Columbia and Harvard universities, has been convicted of stealing a book from the Public Library at Fifth Avenue and Forty-second Street. He received the alternative of serving from six months to three years in the penitentiary or returning to Russia, his native land.

Banine's conviction was his second for stealing books. In August of last year he received a suspended sentence on the recommendation of Professor Felix Adler. Banine was arrested by Edwin Gaillard, an official of the library, who said he saw the man put a book under his coat and attempt to leave the building. It was announced in court that several books belonging to the libraries of Columbia and Harvard were found in his room.

The New Public in England

THERE is a good deal of speculation at the present time, both in trade and in literary circles, with regard to the "New Public." Where is it to be found, of whom does it consist, and what are the books that appeal to it?

There is no doubt that since the war the demand for books on all subjects has enormously increased, and this in spite of the rise in price. Let us make a rough analysis of the different reading publics as we see them today.

Firstly, there are the novel readers, always a majority, and lately increased by a large influx of business women. It is surely a fact that the girl who goes daily to an office likes to have a book by her, usually a novel, to read at lunch and on her journeys to and from her work. Secondly, there are the readers of theological works, an influential class whose demands are almost entirely supplied by a few specialized houses. Thirdly, there are those, we regret to say a diminishing number, whose preference lies in the direction of poetry and *belles-lettres*. And finally there are the readers of economic and political books. These are by no means decreasing; indeed we do not hesitate to assert that it is from this class of readers that the "New Public" is recruited.

Did space permit, we could give our readers evidence, in the form of figures which would, we believe, startle them, of the enormous demand which has lately sprung up for books dealing with political, economic and sociological subjects; not only in the great industrial centers, but all over the country. We must, however, content ourselves with affirming that, in our opinion, this is the type of book which will be found to make the greatest appeal to the "New Public."

—Our Books, the house organ of Messrs. Leonard Parsons, Ltd.

Not Just a Book

MRS. Mable Harris, of The Boys' and Girls' Own Bookshop, at the H. K. Gill Co., Portland, Oregon, whose plans for keeping books in the minds of children and their parents as ideal birthday gifts, were commented on in a recent number of the PUBLISHERS' WEEKLY, has written recently of her system in more detail. Mrs. Harris's plan has been to interview every youngster that comes in as to his present possessions and his likes and dislikes in books and to keep all this information filed on cards. On the birthday morning a note from his friend Mrs. Harris wishes him a happy birthday, and asks whether he has read a new story, mentioning it by name. Mrs. Harris in a recent letter adds:

"The plan is really very successful and we are working out an additional feature. Whenever I write the title of a book on a child's card I recommend another to follow and at the same time drop a suggestion about the need for *building* the library and the necessity for a balanced mental diet. Sometimes I write down the title half-decided upon for the next purchase and this not only helps to

show the real interest we feel but nearly always makes the sale certain.

"Then I have the children take notes on the books they would like. We talk them over and decide on the 'next one.' These also I write down, usually lightly in pencil, with the

NOT JUST A BOOK BUT THE RIGHT BOOK

The Boys' and Girls' Own Book Shop

THE J. K. GILL CO.

MRS. MABLE HARRIS

PORTLAND, OREGON

MRS. HARRIS'S BUSINESS CARD

result that busy fathers are forming the habit of dropping in, hurriedly consulting the card index and getting in a minimum amount of time a maximum amount of service and, 'Not Just A Book But The Right Book.'"

Free Book Advertising

THERE has been considerable interest in the publishing world in the advertisements of the S. D. Warren & Company, whose book print papers have been giving publicity to particular books, in which the different papers have been used. This has given free advertising to many titles, a thing which no publisher objects to, and, from the paper-maker's point of view, it has made people notice the character of the paper which publishers use.

This plan is now being adopted by one of the best known makers of binding cloth, the Interlaken Mills, of Providence, who have been making book cloths since 1883. One of the first advertisements, which are to appear bi-weekly in New York, Philadelphia Boston and Chicago papers carries this introduction to its text:

"As every book buyer knows, a good book binding, like an article of clothing, is a source of both satisfaction and economy. For the guidance of readers, therefore, we are listing below the current books of importance that are bound in Interlaken, the book cloth that for thirty-eight years has been noted for its tasteful color-tone and steady wearing qualities." Then follows in display type a list of ten books from as many publishers, each with its descriptive note. And in conclusion the argument runs: "You may order any of the above editions from your book dealer with perfect confidence that the bindings not only will wear satisfactorily, but will add to the appearance of your library table and bookshelves."

"Just as food is necessary to keep our bodies on earth, so are books necessary to direct our eyes to heaven."

—Henry T. Schmittkind. The Stratford Company, Boston, in *New Era Magazine*.

An Uncorrected Galley

"WRITE LIKE THE DICKENS"

An Oriental paper, having an English section, printed the following notice:

"The news of English we tell the latest. Writ in perfectly style and most earliest. Do a murder commit, we hear of and tell it. Do a mighty chief die, we publish it and in border somber. Staff has each one been colleged and write like the Kipling and the Dickens. We circle every town and extortionate not for advertisements."

—*Bindery Talk.*

THE PRECAUTIONARY AMORIST

She reads. And when a birthday calls
For celebration fit.

Or Christmastide or like occasion falls,
I'm never put to it.

What neater gift or dearer prize
Can go from me to her
Than books to wake those darkly dreaming
eyes,
Priestess of Elzevir?

What other gift so sure to please,
With life and love deep-laden?
She reads them all to me beneath the trees,
Eternal youth and maiden.

Oh, when we're in our future home,
How they will grace the shelf!
And should ill luck return me every tome—
I'm fond of books myself.
A. S. B., in the *New York Evening Post.*

BETTER THE OLD-FASHIONED ROLL- ING-PIN

"The Bride's Book Shower" is the title of an interesting article by May Lamberton Becker in the June *Good Housekeeping*. "If people can give linen showers and showers of kitchen-ware," writes Mrs. Becker, "why not a book shower?"

Why not, indeed?

Mrs. Becker suggests a list of books on all phases of housewifery that would be suitable for this purpose.

By the way, what is the exact meaning of the word "shower" as applied to these functions? Are the gifts actually showered on the bride? Our male curiosity is getting the better of us and we'd like to know. If the presents are heaved at the bride we look for headlines like this before long:

BRIDE HIT BY
ENCYCLOPAEDIA,
SERIOUSLY INJURED

ACCIDENT HALTS BOOK SHOWER

Jilted Suitor Suspected
—EDWARD ANTHONY in *New York Herald.*

Take Along a Book

THE bookshop at Lord & Taylor's has made it very easy for boys and girls to take along a book when they go off for a summer outing. In a gay box covered with flowers are packed four or five books that children would like, story books for girls, adventure books for boys, fairy tales for either one. Children are encouraged to come and select books they would especially like to have packed in one of the boxes to take.

Shakespeare Head Press

THE Shakespeare Head Press, of Stratford-on-Avon, one of the notable provincial printing houses of Britain, whose proprietor died a few months ago, is not to become extinct. The business has been acquired by Basil Blackwell, a noted Oxford publisher, who is turning it into a limited company with the object of developing its past traditions of fine printing. It is intended to publish only books of literary and artistic merit.

Record of American Book Production, May, 1921*

| CLASSIFICATION | New Books | New Editions | By Origin | | | | Total |
|-----------------------|------------|--------------|------------------|-----------------------------------|----------------------|-----------|------------|
| | | | New Publications | English and Other Foreign Authors | American Manufacture | Imported | |
| Philosophy | 12 | 0 | 2 | 11 | 0 | 3 | 14 |
| Religion | 24 | 4 | 4 | 25 | 1 | 6 | 32 |
| Sociology | 13 | 2 | 15 | 25 | 1 | 4 | 30 |
| Law | 8 | 1 | 2 | 10 | 0 | 1 | 11 |
| Education | 8 | 0 | 11 | 17 | 0 | 2 | 19 |
| Philology | 17 | 4 | 2 | 10 | 9 | 4 | 23 |
| Science | 19 | 4 | 17 | 30 | 1 | 9 | 40 |
| Technical Books | 32 | 4 | 7 | 29 | 0 | 14 | 43 |
| Medicine | 16 | 4 | 4 | 20 | 0 | 4 | 24 |
| Agriculture | 1 | 0 | 8 | 9 | 0 | 0 | 9 |
| Domestic Economy .. | 3 | 0 | 10 | 13 | 0 | 0 | 13 |
| Business | 11 | 2 | 5 | 13 | 0 | 5 | 18 |
| Fine Arts | 4 | 1 | 0 | 4 | 0 | 1 | 5 |
| Music | 2 | 1 | 0 | 3 | 0 | 0 | 3 |
| Games, Amusements | 1 | 0 | 5 | 6 | 0 | 0 | 6 |
| General Literature.. | 30 | 3 | 7 | 28 | 4 | 8 | 40 |
| Poetry, Drama | 15 | 1 | 14 | 26 | 0 | 4 | 30 |
| Fiction | 22 | 7 | 0 | 25 | 3 | 1 | 29 |
| Juvenile Books | 7 | 1 | 0 | 6 | 1 | 1 | 8 |
| History | 14 | 0 | 12 | 24 | 0 | 2 | 26 |
| Geography, Travel.. | 14 | 3 | 6 | 17 | 0 | 6 | 23 |
| Biography, Geneology | 12 | 1 | 2 | 11 | 0 | 4 | 15 |
| General Works | 0 | 2 | 0 | 1 | 0 | 1 | 2 |
| Total | 285 | 45 | 133 | 363 | 20 | 80 | 463 |

*In May, 1921, 518 new books, 115 new editions and 305 pamphlets, a total of 938, were recorded.

Among the Publishers

A Week's Gleanings of Book-trade News

THOMAS BURKE'S "More Limehouse Nights" was published by Doran June 15.

"RAGGEDY ANN," written and illustrated by Johnny Gruelle (P. F. Volland Company), is now in its 60th edition, altho only three years old.

IN "Invisible Tides" by Beatrice Kean Seymour, Thomas Seltzer is offering our reading public a novel which the English press proclaimed as one of the best books of 1920.

PROFESSOR CHARLES SEYMOUR, joint editor with Colonel House of "What Really Happened at Paris" (Scribner) is using André Tardieu's "The Truth About the Treaty" (Bobbs) in his contemporary history course at Yale.

E. PHILLIPS OPPENHEIM has written an original motion picture play "Mystery Road," for the Famous Players, which is being made in England, but which will soon be shown in this country. His novel "The Great Impersonation" (Little, Brown) is being filmed in Southern California.

LOUISE LAMPREY and Mara L. Pratt-Chadwick have collaborated on a new juvenile, "The Alo Man" which is the third title in the World Book Company's *Children of the World* series. The book is a combination of folk tales and adventure stories from the Congo.

OTIS SKINNER will appear next winter in Tom Cushing's dramatization of Ibañez's "Blood and Sand," (Dutton) in which he will act the part of the toreador, the chief character of the story. Mr. Skinner is in Europe now and will spend part of the summer in Spain.

"THE PILGRIM SPIRIT" is the title of the pageant to be given in the State Reservation by Plymouth Rock in July and August of the present year under the auspices of the Pilgrim Tercentenary Commission of Massachusetts. The pageant was written and will be produced by George P. Baker, Professor of English, Harvard University. The verse is by Robert Frost, Hermann Hagedorn, Josephine Preston Peabody and Edwin Arlington Robinson; the music has been composed by George W. Chadwick, Chalmers Clifton, F. S. Converse, Arthur Foote, Henry F. Gilbert, Edward Burlingame Hill, Edgar Stillman Kelley, Lee Sowerby and John Powell. The book will be published by the Marshall Jones Company of Boston early in July.

THE FIRST twelve of Ralph Mayhew's "Bubble Books" published by Harper, have been translated into Spanish.

A NEW NOVEL by Eleanor Hallowell Abbott, to be called "Rainy Week," is announced for early publication by Dutton. It has had serial publication in the *Saturday Evening Post*.

EDNA ST. VINCENT MILLAY'S five-act drama "The Lamp and the Bell," produced at the commencement exercises at Vassar College, has been brought out by Frank Shay.

THE HARPER list for the fall contains announcement of a Katharine Fullerton Gerould novel entitled "Lost Valley." This is the first full length novel, we believe, that she has ever written.

EACH SEASON sees several new English novelists introduced to American readers. The latest arrival appears from Houghton Mifflin and is the Hon. Mrs. Doudall who has written "Three Loving Ladies."

COMING LEADERS from Doubleday, Page & Co. include a new Kathleen Norris novel, "The Beloved Woman," scheduled for August 5th publication, and "Her Father's Daughter" by Gene Stratton-Porter which comes out later in the same month.

GILBERT K. CHESTERTON is at work on a new book dealing with his impressions of America and Americans, gathered during his recent visit here. Dodd, Mead & Company expect to publish the book early next year.

THIS AUTUMN will see the publication of a two-volume life of Sir Wilfrid Laurier by the Century Co. It is the work of Oscar Douglas Skelton, Professor of Political Science in Queen's University, Canada.

IN THE current number of "Mental Hygiene" the well-known neurologist Dr. John T. MacCurdy, devotes nearly nine pages to a review of William Bayard Hale's "The Story of a Style." He performs the rather amusing stunt of applying to Mr. Hale's style the tests which Mr. Hale applies to Woodrow Wilson's.

"BOOKS ON THE TABLE," Edmund Gosse's latest volume of essays, which has just made its appearance from Chas. Scribner's Sons, is entirely devoted to brief articles on recent books. Each week Mr. Gosse has been reviewing a book in the *Sunday Times*, and this culling of forty short essays—or "pygmy children of the pen" as he calls them—covers a wide range of literature, and is thoroly representative of the best type of journalistic criticism.

Changes in Prices

| | |
|-------------------------------|--------|
| B. W. HUEBSCH | |
| Grigg's Moral Education | \$2.00 |
| Dante Hand Book, paper | .35 |
| The Art of Life Series | .75 |

Obituary Notes

RENWICK W. CROTHERS, for many years in the retail book business in New York, died suddenly on June 17th. He started as a boy in a bookshop in the Bible House nearly fifty years ago. When he went into business for himself in 1891 the firm was Crothers & Korth, but in 1897 it was changed to his own name. His specialty was Church books, but he catered also to the literary tastes of the quiet folk in the Gramercy Park district of the great city.

FREDERICK REDDALL who edited the "People's Encyclopedia" and compiled a number of books for Geo. H. Jacobs & Co., died at his home in Brooklyn on May 26th, at the age of 68. He had recently been on the editorial staff of *Hearst's Magazine*.

Is London Suffering, Too?

"NOW that people are again settling down to reading with pre-war enthusiasm," writes a correspondent to a London daily, "I wonder will there be any improvement in the equipment of the Capital with bookshops. I live in a south-west suburb, which has a population of over 100,000 souls, mostly middle-class people. It contains not a single shop given over wholly to the sale of books! Books may be bought, it is true, but they are only side lines to confectionery, medicines and soaps and children's toys. In the provinces, the small centers have each and all of them sound shops for the sale of books." There is much in what the correspondent says; and even Central London has few bookshops proper. Fleet Street itself has only one (devoted mainly to maps and educational works), and the Strand has two, one of which does not deal in modern books. London book-sellers who know their business are also scarce.

A Correction

IN MR. ROLLINS' first article on the History of Printing in the PUBLISHERS' WEEKLY, June 11th, the city of "Metz" was inadvertently mentioned thruout instead of "Mentz," a town whose name is variously referred to in literature as "Mainz," "Mentz" and "Mayence."

Personal Notes

W. H. WALKER, formerly associated with the late George D. Smith, may be addressed at 45 Warner Avenue, Jersey City, N. J.

MORRIS L. HELBURN of William Helburn, Inc., publishers of architectural books, will make his annual trip to Europe in July.

JOHN ROBERT GREGG, President of the Gregg Publishing Co. and author of "Gregg Shorthand," sailed recently for a three months' trip to Europe. While there he will organize commercial schools and commercial courses in connection with the spread of Gregg shorthand in England.

At a recent meeting of the Detroit Rotary Club Ward Macauley, the retiring President and well known bookseller, was presented with a handsome chair as a token of the appreciation that the Club felt for the energetic work that he had done for that association during the past year.

Periodical Notes

WITH the publication of the June, 1921 number, the *Educational Review* has been formally transferred from the Doran Co. to Doubleday, Page, and will henceforth be issued thru the educational department of the latter firm.

Leslie's Weekly and *Judge*, together with *Film Fun*, have passed to a new ownership. William Green, President of William Green, Inc., is the controlling stockholder in the new management as well as President of the company. The publications will continue, the first two as weeklies and the third as a monthly.

THE LONDON *Mercury* has now organized its publishing as a stock company with J. C. Squire and I. A. Williams as directors.

Business Notes

CHICAGO, ILL.—J. W. Wilcox & Follett Co. is now located in its own building at 2008 Calumet Avenue in the heart of the publishing district.

CHICAGO, ILL.—A new bookstore has been started at 1330 W. Madison St. by A. Zimmerman.

BAY SHORE, N. Y.—Frank Coombs announces the opening of The Song and Story Shop.

NEW YORK CITY.—The Drama Book Shop announces its removal from 7 East 42nd St. to 29 West 47th St.

NEW YORK CITY.—The Sherwood Company will occupy the entire five-story building at 24 Beekman Street, with a floor area of 15,000 square feet, on and after July 1. Hereafter, the business will be devoted to the jobbing of books of all publishers.

THE BRICK ROW Book Shop held an exhibition of its rare books, fine bindings, original manuscripts, and autograph letters, drawings and etchings by Bradford Perin, at the Hotel Statler in Detroit, in May.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nat., designate square, oblong, narrow.

Annett, F. A.

Electrical machinery; a practical study on installation, operation and maintenance. 400 p. il. O '21 N. Y., McGraw-Hill \$3 n.

Balderston, Robert W., and Cary, Richard L., eds.

Social and industrial conditions in the Germany of to-day. 13+166 p. tabs. O (The Annals, v. 92, November, 1920) c. '20 Phil., The Am. Academy of Political and Social Science pap. \$1; \$1.50

The contents are divided into four parts, 1., Observations by English, American and neutral business men and scholars who have been in Germany since the Armistice; 2., Labor conditions and labor organizations; 3., Industries in Germany today; 4., Economic and social conditions in Germany.

Bourbour, Ralph Henry

Three-base Benson. 285 p. col. front. D c. N. Y., Appleton \$1.75 n.

A school story, full of clean sport and goodfellowship, in which a country boy, Jerry Benson, is the hero.

Booth, Cecily

Cosimo I, Duke of Florence. 15+325 p. (4½ p. bibl.) front. (por.) pls. pors. O '21 N. Y., Macmillan \$10 n.

A biography, which also describes life in Florence, Italy, in the 16th century, dealing with the social, political and economic conditions of the time.

Brand, Max

The untamed. 347 p. D (Copyright fiction) [c. '19] N. Y., A. L. Burt \$1

Bridges, Robert Seymour

Milton's prosody; with a chapter on Accental verse and notes; rev. final ed. 8+120 p. O '21 N. Y., Oxford Univ. Press \$5.65

Bridges, Robert Seymour, and Wooldridge, Harry Ellis, eds.

The Yattendon hymnal; [including the

notes to words and music which appeared in the original ed.] 6+190 p. Q '21 N. Y., Oxford Univ. Press \$19

Broadus, Edmund Kemper, ed.

Books and ideals; an anthology; [grouped in three sections—1, The companionship of books; 2, The liberation of the mind; 3, Study and fruition.] 8+212 p. O '21 N. Y., Oxford Univ. Press \$2.50 n.

Brummitt, Dan Brearley

John Wesley, jr.; the story of an experiment. 281 p. front. pls. D [c. '21] N. Y. and Cin., Methodist Bk. Concern pap. 50 c. n.; 75 c. n.

Buchan, John

The path of the king. 290 p. D [c. '21] N. Y., Doran \$1.90 n.

A series of stories of a romantic race of men, beginning with the Norsemen, traveling down thru the ages to our own time.

Bulkeley, J. P.

The British empire; a short history; with an introd. by Sir Charles Lucas. 12+228 p. O '21 N. Y., Oxford Univ. Press \$1.60

Burke, Edmund

Edmund Burke; a letter to the sheriffs of Bristol; a speech at Bristol on parliamentary conduct; A letter to a noble lord; ed. by W. Murison. 29+312 p. S '20 N. Y., Macmillan \$2.25 n.

An edition prepared for schools and colleges.

Burke, Thomas

More Limehouse nights. 282 p. D [c. '21] N. Y., Doran \$1.90 n.

Eighteen stories of the Chinese quarter in London. One of these tales, "The Yellow Scarf," will shortly be produced in London as a opera, the music for which has been composed by Percy Colson.

Allen, Thomas William

The Homeric catalogue of ships; ed. with a commentary. 192+12 p. fold. maps O '21 N. Y., Oxford Univ. Press \$7.20

British Museum

Greek and Roman reliefs; [15 pictorial postcards in an envelope.] S (Set no. 47) '21 N. Y., Oxford Univ. Press 50 c. n.

Greek terracottas; [15 pictorial postcards in an envelope.] S (Set no. 46) '21 N. Y., Oxford Univ. Press 50 c. n.

Indian art; [15 pictorial postcards in an envelope.] S (Set no. 50) '21 N. Y., Oxford Univ. Press 50 c. n.

Portraits of the Roman emperors; [15 pictorial postcards in an envelope.] S (Set no. 49) '21 N. Y., Oxford Univ. Press 50 c. n.

Types of Greek and Roman statues; [15 pictorial postcards in an envelope.] S (Set no. 48) '21 N. Y., Oxford Univ. Press 50 c. n.

Burney, Charles Fox

The Old Testament conception of atonement fulfilled by Christ; with a criticism of Dr. Rashdall's Bampton lectures; a sermon preached before the University of Oxford on June 13, 1920. 20 p. O '21 N. Y., Oxford Univ. Press pap. 45 c.

Carpenter, Edward

Civilisation, its cause and cure; and other essays; newly enl. and complete ed. 11+272 p. D c. N. Y., Scribner \$2 n.

The first edition of this work was published in 1889.

Clark, John Jesse, and Crossley, T. L.

The manufacture of pulp and paper; v. 2, Mechanics and hydraulics, elements of electricity, elements of chemistry. 525 p. il. O '21 N. Y., McGraw-Hill \$5 n.

Cooke, Marjorie Benton

The cricket. no paging D (Copyright fiction) [19] N. Y., A. L. Burt \$1

Couchaud, Paul Louis

Japanese impressions; with a note on Confucius; tr. from the French by Frances Rumsey; with a preface by Anatole France. 17+155 p. O '21 N. Y., J. Lane \$2.50 n.

Partial contents: The Japanese quality; The lyric epigrams of Japan; Japanese patriotism.

Cross, Roselle Theodore

My mountains. 261 p. front. pls. D c. Bost., The Stratford Co. \$2.50 n.

Partial contents: First sight of mountains; Mountains as neighbors; How to see the mountains; Camping in the mountains; Canons and cliff dwellings; Mountain rhymes.

Dobson, Austin i. e. Henry Austin

Later essays, 1917-1920. 180 p. front. O '21 N. Y., Oxford Univ. Press \$3.25 n.

Dowdall, Mrs. [Mary Frances Harriet Bostwick]

Three loving ladies. 340 p. D '21 Bost., Houghton Mifflin \$2 n.

A humorous story with the plot laid in England, by an author new to the American public.

Duquesne, Ellen M.

Teddy Bear and his friends to dress; a something-to-do cut-out book. no paging col. pls. Q (Something to do books) [c. '21] N. Y., The Nourse Co. pap. 60 c.

Elgie, Joseph H.

Elgie's weather book for the general reader; with drawings by the author, numerous photographs, complete vocabulary, copious index. 12+251 p. D '20 N. Y., The Wire-less Press, 326 B'way. \$2 n.

Partial contents: The atmosphere; Wind; Snow, hail and dew; Fog; Thunderstorms; Anticyclones, frost and thermometers; Halos and coronas; Supposed weather signs; Climate.

Ellsworth, Helen A.

Dolls in wonderland; cut-out book. no paging col. pls. Q (Something to do books) [c. '21] N. Y., The Nourse Co. pap. 60 c.

Elrington, H.

Page or prentice; [a story of home life during the Middle Ages, the period is that of the War of the roses, but not of the war.] 96 p. col. front. il. O (Herbert Strang's readers, grade 3) '21 N. Y., Oxford Univ. Press 60 c.

Fairlie, John Archibald

The national administration of the United States of America. 7+274 p. O '20 c. '05 N. Y., Macmillan \$2.75

Fleuron, Svend

Grim; the story of a pike; tr. from the Danish by Jessie Muir and W. Emmé; il. by Dorothy P. Lathrop. 186 p. front. D '21 c. '14-'21 N. Y., Knopf \$2 n.

The story of the life and adventures of a pike, of its struggles against its enemies and the contrivances of man.

George, Walter Lionel

Hail Columbia!; random impressions of a conservative English radical; il. by George Wright. 11+243 p. front. pls. O c. N. Y., Harper \$2.50 n.

The author tells just what he thinks of our institutions, our cities, women, and daily life.

Cleveland. Board of Education. Division of Publications

The school use of Cleveland's public library. 8 p. il. D '21 Cleveland, O., Board of Education pap. gratis

Croft, D. Elmer Eugene

That impelling something; [spirit power from the spirit world.] 64 p. D (Power books, no. 6) [c. '21] New Haven, Conn., [Author] pap. 35 c.

Dearborn (The) Independent

The international Jew, the world's foremost problem; being a reprint of a series of articles appearing in The Dearborn Independent from May 22 to Oct. 2, 1920. 5+235 p. D '20 Dearborn, Mich., The Dearborn Pub. Co. pap. 25 c.

Dunlop, J. P.

Silver, copper, lead and zinc in the central states in 1919; mines, various paging tabs. O (Dept. of the Interior, U. S. Geological Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Ebert, F. C.

Records of water levels in wells in southern California; prepared in co-operation with the Dept. of engineering of the state of California. 156 p. tabs. fold. chart, fold. map [in pocket] O (Dept. of

the Interior, U. S. Geological Survey; water-supply paper 468) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Emge, Ludwig A.

A cytological study of the kidney cell in long continued hyperfunction with relation to hypertrophy and the mitochondrial apparatus. various paging Q (Univ. ser., medical sciences, no. 2) '21 Stanford University, Cal., Stanford Univ. pap. 75 c.

English, Walter Atheling

Geology and petroleum resources of north-western Kern County, California. 48 p. maps (part fold.) tabs. O (Dept. of the Interior, U. S. Geological Survey bull. 721) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Fogel and Beman, comps.

Summaries of Inheritance tax act of California, and the Estate tax law of the United States. 29 p. O [c. '21] Los Angeles, Cal., Blyth, Witter & Co., 521 Trust and Savings Bldg. pap.

Furnivall, Frederick James, ed.

The guild of St. Mary, Lichfield; being ordinances of the guild of St. Mary, and other documents. 82 p. O (The early English text society, extra ser. no. 114) '21 N. Y., Oxford Univ. Press \$6.75

Gleason, George

What shall I think of Japan? 284 p. front. (map) D c. N. Y., Macmillan \$2.25 n.

A study of Japan by a man who spent nineteen years as a resident of Japan, and who makes a plea for that country, that she may find her place among the family of nations.

Goddard, William

A neaste of waspes latelie found out and discovered in the Low-countrys, yealding as sweet hony as some of our English bees; printed in the Low countrys, 1615; reprinted with a biographical note by C. H. Wilkinson; [a facsimile reprint of the volume in the Worcester College Library.] no paging O (Tudor and Stuart library) '21 N. Y., Oxford Univ. Press \$8

Gosse, Edmund William

Books on the table. 10+347 p. D '21 N. Y., Scribner \$3 n.

Partial contents: The last years of Disraeli; The aristocrat in literature; Pascal and the Jesuits; The letters of Tehekhov; The essays of Mr. Lucas; Autobiography and Mrs. Asquith; The character of Fielding; Thackeray's daughter.

Graham, John William

The faith of a Quaker. 15+444 p. (10 p. bibl.) O '20 N. Y., Macmillan \$8.40 n.

A study of the Society of Friends, divided into four parts: 1, The Foundation; 2, The Founders; 3, The Superstructure; 4, The Outlook upon the World.

Gray, David

The boomerang. 307 p. D (Copyright fiction) [c. '18] N. Y., A. L. Burt \$1

Hague Peace Conferences

Instructions adressées aux délégués Américains aux Conférences de la Hague et leurs rapports officiels. 7+146 p. O (Carnegie endow. for international peace) '21 N. Y., Oxford Univ. Press \$1.50 n.

Hall, Wilbur

The salesman's kindergarten. 195 p. S c. N. Y., Knopf leath. \$2 n.

Partial contents: Let the seller beware; The art of buying; How is your approach?; The office routine of buying.

Hanshew, Thomas W. [Charlotte May Kingsley], and Hanshew, M. E.

The riddle of the purple emperor. 309 p. D (Copyright fiction) [c. '19] N. Y., A. L. Burt \$1

Hartley, Lawrence Arthur

Foreman training and factory management. 128 p. tabs. O c. '20 Lincoln, Neb., Woodruff Pr. Co., 1000 Q St. pap. \$1.25

Hague Peace Conferences

Rapports faits aux conférences de la Haye de 1899 et 1907 comprenant les commentaires officiels annexés aux projets de conventions et des déclarations rédigés par les diverses commissions qui en étaient chargées ainsi que les textes des actes, conventions et déclarations dans leur forme définitive et des principales propositions présentées par les délégués des puissances intéressées aussi bien que d'autres pièces soumises aux commissions avec une introduction de James Brown Scott. 25+952 p. O '21 N. Y., Oxford Univ. Press \$5 n.

Hall, Katherine Stanley, and Fairfield, Edith Nichol

The child in the midst; a children's pageant.

Partial contents: Occupational analysis; Maintenance of order; Promotion of interest; Care of equipment; Labor turnover; Outside influences; Safety first; Purposes and aims of foreman training.

Hayes, Edward Cary

Sociology and ethics; the facts of social life as the source of solutions for the theoretical and practical problems of ethics. 8+354 p. D c. N. Y., Appleton \$3 n.

Partial contents: The creed of the incredulous; The nature of will; The ethical advantages of a natural science view of life; The social values as objects of knowledge, or the problem of the good; The social origin of the moral codes and the naturalistic interpretation of duty, or the problem of right and wrong.

Higginbottom, Sam

The Gospel and the plow; the old Gospel and modern farming in ancient India. 8+146 p. D c. N. Y., Macmillan bds. \$1.25 n.

Partial contents: Introduction to mission work in India; India's poverty and illiteracy; The cattle problem of India; The missionary's avocation; Jesus' example for such work.

Howarth, Osbert John Radcliffe

A commercial geography of the world; 2nd ed. 236 p. il. O (The Oxford geographies) '21 N. Y., Oxford Univ. Press \$1.80

Hughes, Charles Haynes, comp.

Handbook of standard details for engineers, draftsmen and students. 10+312 p. il. tabs. diags. charts c. N. Y., Appleton \$6 n.

A compilation of the standard types, dimensions, sizes, weights, etc., of the materials and manufactured parts used in the construction of machinery and engineering structures.

Humphris, Francis Howard

Electro-therapeutics for practitioners; being essays on some useful forms of electrical apparatus and on some diseases which are amenable to electrical treatment; 2nd ed., rev. and enl. 10+300 p. il. O '21 N. Y., Oxford Univ. Press \$7.50

Jaques-Dalcroze, Emile

Rhythm, music and education; tr. from the French by Harold F. Rubenstein; [with an introd. by Sir Henry Hadow] 17+334+16 p. front. (por.) pls. music O c. N. Y., Putnam \$3.50 n.

Partial contents: The place of ear training in musical education; Music and the child; Rhythm and gesture in music drama; and Music and the dancer; Rhythm, time, and temperament.

Jordan, Elizabeth Garver

The girl in the mirror. 297 p. D (Copyright fiction) [c. '19] N. Y., A. L. Burt \$1

8 p. O [c. '21] N. Y. and Cin., The Abingdon Press pap. 15 c.

Jones, Sir Robert

Injuries to joints; 2nd ed. 196 p. O (Oxford war primers) '20 N. Y., Oxford Univ. Press \$2

Orthopaedic surgery of injuries, by various authors; 2 v. 16+540; 8+692 p. O '21 N. Y., Oxford Univ. Press \$18

Klein, Harry Martin John, ed.

Lancaster's golden century; 1821-1921; a chronicle of men and women who planned and toiled to build a city strong and beautiful. 3+130 p. il. pl. pors. D '21 Lancaster, Pa., Hager & Bro. pap. 50 c. n.

Judge, Arthur William

Aircraft and automobile materials of construction; v. 2, Non-ferrous and organic materials; a treatise for aircraft, automobile, and mechanical engineers, manufacturers, constructors, designers, draughtsmen, students and others. 12+194 p. tabs. il. plans pls. diagrs. charts O '21 N. Y., Pitman \$9 n.

Partial contents: Aluminum and its alloys; Bearing metals etc.; Aeroplane fabrics and coverings; Dopes and varnishes; X-ray method of examining materials.

Kelsey, Carl, ed.

Present-day immigration with special reference to the Japanese. 232 p. tabs. map O (The Annals, v. 93, Jan., 1921) c. Phil., The Am. Academy of Political and Social Science, 39th St. and Woodland Ave. pap. \$1; \$1.50

The contents is divided into four parts. 1, Our relations to the Japanese and Chinese; 2, The Mexican immigrant; 3, Some factors affecting the assimilation of the immigrant; 4, Elements in an immigration policy for the United States.

Kidd, Walter

Initiative in evolution. 10+262 p. il. diagrs. O '20 N. Y., G. E. Stechert \$4.50 n.

Partial contents: The evolution of patterns of hair; Habits and hair of carnivores; Habits and hair of primates; Muscles; Innervation of the human skin.

Lane, Margaret Stuart

Stories of famous women. 94 p. col. front. il. O (Herbert Strang's readers, grade 4) '21 N. Y., Oxford Univ. Press 50 c.

Lenski, Lois Lenore

Dolls from fairy land cut-outs. no paging col. pls. Q (Something to do books) [c. '21] N. Y., The Nourse Co. pap. 60 c.

Leslie, Shane

Henry Edward Manning; his life and labours. 23+515 p. front. (por.) O '21 N. Y., P. J. Kenedy \$7.50 n.

This volume contains a number of unpublished letters between Manning and Cardinals Cullen, Wiseman and Vaughan, Archbishops Ullathorne and Walsh. The missing letters of the Talbot correspondence are supplied, and light is thrown on Manning's relations with Mr. Gladstone and statesmen of the time.

Lodge, Henry Cabot

The Senate of the United States; and other essays and addresses, historical and literary. 248 p. D c. N. Y., Scribner \$2.50 n.

Partial contents: New lamps for old; A great library; Value of the classics; Theodore Roosevelt; The Pilgrims of Plymouth.

Luke, Harry Charles

Cyprus under the Turks, 1571-1878; a record based on the archives of the English consulate in Cyprus under the Levant Company, and after. 10+281 p. fold. map O '21 N. Y., Oxford Univ. Press \$3.85

McCarthy, Justin Huntly

The golden shoe. 316 p. D c. N. Y., J. Lane \$2 n.

A romance which is the outcome of the romantic

enthusiasm of two young girls who exchange names, one of whom dies shortly, and the other finds herself in all kinds of trouble.

McKenna, Stephen

The education of Eric Lane. 287 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of social life in London.

McLaughlin, R. P.

Oil land development and valuation. 200 p. il. S '21 N. Y., McGraw-Hill \$3 n.

McPherson, William, and Henderson, William Edwards

A course in general chemistry; 2nd ed. 12+737 p. front. (por.) diagrs. charts tabs. O [c. '13-'21] Bost., Ginn \$3 n.

Marcy, Mrs. Mary Edna Fabias

A free union; a one act comedy of "free love." 64 p. D c. Chic., C. H. Kerr & Co. pap. 50 c.

Marvin, Francis Sydney, ed.

Progress and history; essays; popular ed. 314 p. O '21 N. Y., Oxford Univ. Press \$3 n.

Merwin, Samuel

The passionate pilgrim. 403 p. D (Copy-right fiction) [19] N. Y., A. L. Burt \$1

Moll, Albert

The sexual life of the child; tr. from the German by Dr. Eden Paul; with an introd. by Edward L. Thorndike. 15+339 p. D '21 c. '12 N. Y., Macmillan \$2 n.

Moore, Frederick

The samovar girl. 306 p. D c. N. Y., Appleton \$2 n.

The story of the return to Siberia of a man who had spent his youth in America and finds the country and conditions changed beyond recognition, excepting the samovar, the hum of which is in every house. Love, adventure, and revenge play prominent parts in the plot.

Morecroft, John Harold

The principles of radio communication. 10+935 p. il. O '21 N. Y., Wiley \$7.50 n.

Mundy, Talbot

Guns of the gods; a story of Yasmini's youth; il. by J. Clement Coll. 359 p. front. pls. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$2 n.

A story of India, in which there is adventure, love and mystery of hidden treasure.

Murray, Gilbert i.e. George Gilbert Aimé

The problem of foreign policy; a consideration of present dangers and the best methods for meeting them. 27+125 p. (1¼ p. bibl.) D c. Bost., Houghton Mifflin \$1.50 n.

Partial contents: Germany and France; 1., The predicament of Germany, 2., The position of France, 3., The solution; The East—Syria, Mesopotamia, Egypt, and India; Pre-war and post-war causes of strife, 1., Armaments; 2., Markets and food; The League of Nations.

Madan, Arthur Cornwallis

Swahili [Zanzibar] grammar; 2nd ed. 62 p. O '21 N. Y., Oxford Univ. Press pap. \$1.35

Moseley, William H.

Mexico to-day; as seen by our representative on a hurried trip completed October 30, 1920. 26 p. O N. Y., The American Exchange National Bank, 128 B'way. pap. gratis

Nayan, pseud. [Nayan Cleaver]

Nayan dolls no. 1; to cut out and dress. no paging col. pls. Q (Something to do books) [c. '21] N. Y., The Nourse Co. pap. 60 c.

O'Donovan, Gerald

Conquest. 343 p. D c. N. Y., Putnam \$2 n.

A story of Ireland, humorously told, with a love story threaded into the plot.

Ohrenschall, Helen E.

Playroom toys to cut-out. no paging col. pls. Q (Something to do books) [c. '21] N. Y., The Nourses Co. pap. 60 c.

Ovid, Publius Ovidius Naso

P. Ovidi Nasonis fastorum, liber 3; ed. with an introd. and commentary by Cyril Bailey. 142 p. front. il. O '21 N. Y., Oxford Univ. Press \$2

Parrish, Randall

Comrades of peril. 349 p. D (Copyright fiction) [c. '19] N. Y., A. L. Burt \$1

Patrick, Diana

The islands of desire; a novel. 319 p. D [c. '21] N. Y., Dutton \$2 n.

A novel showing the fateful results of a hasty marriage upon the second generation.

Patterson, Austin McDowell

French-English dictionary for chemists. 19+384 p. O '21 N. Y., Wiley \$3 n.

Phillpotts, Eden

Orphan Dinah. 433 p. D '21 c. '20-'21 N. Y., Macmillan \$2.50 n.

The romance of a brave, quick-witted, passionate and determined country woman of Dartmoor.

Quayle, William Alfred

Books as a delight. 42 p. nar. D [c. '21] N. Y. and Cin., Abingdon Press pap. 35 c. n.

Short sketches about books and lovers of books.

Quintana, Manuel José

Quintana, El Cid y Guzmán el Bueno. 47 p. O (Oxford Spanish plain texts) '21 N. Y., Oxford Univ. Press 70 c.

Quintana, El Cid and Guzmán el Bueno; with introd., notes, and vocabulary by Jose Pla. 28+116 p. D '21 N. Y., Oxford Univ. Press \$1.60

Smithsonian Institution

Explorations and field-work of the Smithsonian Institution in 1920. 126 p. front. (fold. pl.) il. pls. O (Smithsonian miscellaneous collections, v. 72, no. 6; pub. 2619) '21 Wash., D. C., Smithsonian Institution pap.

Southern Alluvial Land Assn.

The call of the Alluvial empire; containing authentic information about the Alluvial region of the lower Mississippi Valley, particularly the states of Arkansas, Tennessee, Mississippi and Louisiana. 64 p. front. pors. pls. (part fold.) O [c. '19] Memphis, Tenn., Southern Alluvial Land Assn. pap. gratis

The west side delta; containing authentic information about the super-soil region of eastern Arkansas and eastern Louisiana; two important parts of the Alluvial empire. 64 p. front. (map) pls. (part

Ries, Heinrich, and Watson, Thomas L.

Elements of engineering geology. 5+365 p. il. O '21 N. Y., Wiley \$3.75 n.

Ritherdon, Robert, ed.

Dues and port charges on shipping throughout the world; a manual of reference for the use of shipowners, shipbrokers, and shipmasters; 16th ed.; [previous editions ed. by G. D. Urquhart.]; 3 v. various paging O '20 N. Y., C. S. Hammond & Co., 30 Church St. \$35

Rose, W. D.

Physical diagnosis; 2nd ed., [rev.] 736 p. il. pls. diagrs. forms O '21 c. '17-'21 St. Louis, Mo., C. V. Mosby \$8.50 n.

The text of this volume has been largely rewritten and supplemented by new material in order to cover the recent advances in the subject. The chapter on X-ray as an aid in diagnosis has been revised and amplified by Dr. Dudley E. Mackey.

Sanderson, Ezra Dwight, and Peairs, Leonard Marion

Insect pests of farm, garden and orchard; 2nd ed., rev. and enl. 6+707 p. il. O '21 N. Y., Wiley \$4.50 n.

Sheffield, Herman Bernard

Diseases of children; designed for the use of students and practitioners of medicine. 978 p. il. pls. (part col.) charts tabs. O c. St. Louis, Mo., C. V. Mosby \$9 n.

This volume embodies the latest knowledge of the theory and practice of the disease of infancy and childhood. The book is divided into fourteen sections, so as to correspond to the modern conception of the causation of the diseases in question.

Smith, Charles Frederick

The testing of continuous current machines; the main principles and practice of efficiency and output tests on C. C. generators, motors, and motor-generators; with examples from practice for students and engineers. 10+102 p. diagrs. tabs. S (Pitman's technical primers) '21 N. Y., Pitman \$1

Tabb, Jennie Masters

Father Tabb; his life and work; a memorial by his niece; introd. by Dr. Charles Alphonso Smith. 9+174 p. front. (por.) il. pls. D c. Bost., The Stratford Co. \$1.50 n.

A study of the personality of the poet-priest of Virginia. The volume also contains all of his best poems.

fold.) pors. O [c. '20] Memphis, Tenn., Southern Alluvial Land Assn. pap. gratis

The Yazoo-Mississippi delta; containing authentic information about the super-soil region of north-west Mississippi, an important domain of the Alluvial empire. 64 p. front. (map) pors. pls. (part fold.) map O [c. '20] Memphis, Tenn., Southern Alluvial Land Assn. pap. gratis

Speck, Frank Gouldsmith

Decorative art and basketry of the Cherokee. various paging tab. pls. O (Bull., v. 2, no. 2) Milwaukee, Wis., Public Museum of the City of Milwaukee pap. gratis

Stewart, George

Potato improvement by hill selection. 28 p. il. charts tabs. O (Bull. 176) '20 Logan, Utah, Utah Agric. College, Experiment Station pap.

Tagore, Sir Rabindranath [Ravindrantha Thakura]

The wreck. 347 p. D c. N. Y., Macmillan \$2.25 n.

A Hindu romance into which is woven adventure and treachery.

Terrill, Lucy Stone

A thing apart. 299 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.75 n.

A love story of a girl of today.

Thomas, Henry

Spanish and Portuguese romances of chivalry; the revival of the romance of chivalry in the Spanish peninsula and its extension and influence abroad. 6+335 p. (5 p. bibl.) O '20 N. Y., Macmillan \$10 n.

The Norman MacColl lectures which were delivered in the University of Cambridge during the spring of 1917.

Veblen, Thorstein B.

The engineers and the price system. 169 p. D c. N. Y., Huebsch \$1.50 n.

Partial contents: On the nature and uses of sabotage; The industrial system and the Captains of industry; On the danger of a revolutionary overturn.

Ward, Mrs. Justine Bayard Cutting

William Pardow of the Company of Jesus. 14+274 p. front. (por.) O '21 c. '14 N. Y., Longmans, Green \$2 n.

Wadsley, Olive

Possession. 439 p. D (Copyright fiction) [c. '17] N. Y., Burt \$1

Walter, William Wilfred

The unfoldment. [Christian Science.] 206 p. D [c. '21] Aurora, Ill. [Author] \$1.75 n.

Warren, Howard Crosby

A history of the association psychology. 9+328 p. (1034 p. bibl.) O [c. '21] N. Y., Scribner \$3.50 n.

Partial contents: Associationism; Mental association from Plato to Hume; John Mill and the later associationists; Experimental studies of association; The associational analysis of mental states.

Taylor, Lucien E., comp.

A list of books on modern Ireland in the public library of the city of Boston; [a bibliography including important books published since the first Home rule bill to the recent development of Ireland in its political and economic aspects, and its literary revival.] 90 p. O '21 Bost., Boston Public Library pap.

Tennessee. Laws, Statutes, etc.

Baldwin's cumulative code supplement, Tennessee, 1920, supplementing and continuing Thompson's Shannon code, 1917, and Shannon's code, 1917, comp. and ed. by Neal B. Spahr; annotations by Charles B. Seymour. 2+798 p. O '20 Louisville, Ky., The Baldwin Law Bk. Co., Inc. buck. \$12.50 n.

Trowbridge, Alexander B.

An architectural monograph on the Greek revival in Owego and nearby New York towns. 16 p. front. il. pls. Q (The white pine ser. of architectural monographs, v. 7, no. 3) [21] N. Y., Russell F. Whitehead, 132 Madison Ave. pap. gratis

Whitehead, Russell F.

An architectural monograph devoted to a com-

Warren, William Henry

Engineering construction; pt. 2, In masonry and concrete. 13+498 p. O (Civil engineering ser.) '21 N. Y., Longmans, Green \$12 n.

Partial contents: Limes, cements, mortar; Reinforced concrete floors in warehouses, buildings, and decks of bridges; Retaining walls; High masonry dams; Abutments and piers; Foundations.

Watson, Robert

The girl of O. K. Valley. 297 p. D (Copyright fiction) [c. '19] N. Y., A. L. Burt \$1

Widdemer, Margaret [Mrs. Robert Haven Schaffer]

You're only young once. 313 p. D (Copyright fiction) [c. '18] N. Y., Burt \$1

Wilson, Romer

The death of society; a novel of tomorrow. 303 p. D [c. '21] N. Y., Doran \$2 n.

The story of the strange atmosphere which envelopes a family group living in a Norwegian chalet, where they are living in seclusion until they find a new earth where falsity and viciousness shall be eradicated. The chance visit of a stranger is responsible for many changes.

Woodward, A. S.

Manual of medicine; 2nd ed.; [a revision, with many additions and alterations of the text, including the discoveries and new advances made during the war.] 14+488 p. col. pls. O '21 N. Y., Oxford Univ. Press \$5.50

Wright, Bruce

Moments of devotion. 109 p. S [c. '21] N. Y. and Cin., Abingdon Press 75 c. n.

A book of short prayers.

Wylie, Ida Alena Ross

Rogues & Company. 232 p. D c. N. Y., J. Lane \$1.75 n.

A comedy of a man who has a lapse of memory and who is claimed by various people, in different stations of life, as a relative, therefore causing many complications.

parative study of a group of early American doorways; with notes by Aymar Embury, 2nd. no paging front. il. pls. Q '21 (The white pine ser. of architectural monographs, v. 7, no. 2) N. Y. [Author], 132 Madison Ave. pap. gratis

Wiancko, Alfred Theodor, and Cromer, C. O.

Soybeans in Indiana. 16 p. tabs. il. O (Bull. no. 238) Lafayette, Ind., Purdue Univ., Agric. Experiment Station pap.

Wilcox, Delos Franklin

Working capital in street railway valuation. 24 p. O '20 Phil., The American Academy of Political and Social Science pap. 25 c.

Wilson, Samuel Mackay

A review of "Isaac Shelby and the Genet mission" by Dr. Archibald Henderson. 52 p. O '20 Lexington, Ky., [Author] pap. priv. pr.

Wuld, Henry Cecil Kennedy

English philology in English universities; an inaugural lecture delivered in the Examination schools on Feb. 2, 1921. 46 p. O '21 N. Y., Oxford Univ. Press pap. \$1.15

The Publishers' Weekly

62 West 45th Street, New York

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Write early as the list is printed only for advance orders and cannot be furnished in quantities after July 15th.

The Publishers' Weekly

Rare Books, Autographs and Prints

A copy of the Kilmarnock edition of Burns's "Poems," with thirty-three pages of verses by Burns in the handwriting of Mrs. Dunlap inserted at the end, was recently sold at McDowell's in Edinburgh for £505.

The publication of the index of the first ten years of *Book Auction Records* is now held up awaiting thirty-five additional subscriptions, at £3 3s. each, which are needed to complete the 200 regarded as the minimum limit necessary for its publication.

A de luxe edition of O. Henryana, limited to 377 copies, has been issued by Doubleday, Page and Company. It is a collection of stories and verse which never have appeared in book form, and contains, among other interesting fragments, the "Crucible," a lyric originally intended for musical comedy.

The famous Calvert collection of books, manuscripts, pamphlets and broadsides relating to Australia, New Zealand and the South Seas, containing 1023 lots, forming the most complete collection concerning Australia that has ever been brought together, has just been bought by Charles J. Sawyer, the London rare book dealer, and is being offered en bloc for £2,500.

Part I of Vol. XVIII of *Book Auction Records*, founded by the late Frank Karslake and now published by Henry Stevens Son and Stiles of London, containing 4,783 records of prices brought at sales in London, Edinburgh, Glasgow, Dublin and New York, bringing the records of the present season up to the middle of December, has just been published.

Vol. XXVI of the "American Book Prices Current," containing the record of the season of 1919-20, long since over due, will be published early in September. The delay is due to trouble with printing strikes in two successive years during the period of publication.

The members of the Gilbert White Fellowship in England have resolved to celebrate the bicentenary of the birth of the distinguished naturalist, which occurred July 18 last year, by erecting a permanent memorial at Selborne and by undertaking a regional survey of the parish rendered famous by "The Natural History of Selborne."

The growing popularity of James McNeill Whistler is shown in the steady advance in price of the Grolier Club publication of his "Etched Work" by Edward C. Kennedy, published in 1910, which is listed in the current catalog of a New York bookseller at \$800 and which it is predicted will advance to \$1,000 in the near future.

The annual meeting of the Biographical Society of America is being held at Swampscott, Mass. this week along with the meeting of the American Library Association. The session will be devoted entirely to a consideration of the photostat in bibliographical and research work, after the routine business has been dispatched.

All reports agree that American dealers are finding it difficult to get desirable stock in London at satisfactory prices. The demand for first editions of Conrad, Moore, Masefield, Hardy and other modern authors is one of the outstanding developments of the times. Prices are higher in England now than they have recently been in this country. This, of course, means that there will be some sharp advances here when the fall season opens.

Harvard University has come into possession of the original manuscripts of three poems by Alan Seeger, a gift from his mother, which have been placed in the Treasure Room. The manuscripts which include the poems "The Aisne," "The Host," and "I Have a Rendezvous with Death," were written at the front on both sides of the paper with a pencil and have been handsomely bound by Mary Crease Sears of Boston.

The sale of the Bruton Library at Sotheby's June 9 and 10, if cabled prices are any fair indication, was a great success. The copy of Dickens's "Pickwick Papers," in the original parts, said to be one of the finest copies known, brought £1,910 which breaks all auction records; Charles Sessler of Philadelphia was the buyer. Mr. Sessler also bought another copy of "Pickwick" for £102 containing Dickens's autograph written in May, 1870, the last day he was in his office.

"Among American visitors to this country is Mr. Charles Sessler of Philadelphia," says the *Bookman's Journal*, "Mr. Sessler, like Dr. Rosenbach, is very optimistic about the rare book trade. He regards the high prices now being realized as a sound indication and is of the opinion that they will be maintained. Book collectors, he says, are increasing in numbers in America. This is particularly so in regard to small collectors, who, at first, are only concerned with the "ordinary so-called rarities" and who in many cases develop their collections and became keen and scholarly specialists."

The newly reorganized firm of J. & J. Leighton, Ltd., of London, has just issued a new catalog of early printing quite up to the pre-war standard of this famous bookshop. It enumerates 86 separate incunabula beside many unusual publications of the 16th century Continental presses. There are a dozen, or more, lots of English presses prior to 1600

and a much larger number from the immediately succeeding years. The local printers of Edinburgh, Aberdeen, Glasgow, Oxford and Cambridge are all represented. There are also many fine old bindings, some with arms of bibliophiles, including one with Grolier's autograph. The outstanding lot is a fine manuscript Book of Hours, once owned by Marguerite de Lorraine (Dame de Blamont, 1398-1469) written in France in the 15th century with thirteen fine miniatures in addition to beautiful initials and decorations which adorn every page.

One of the most remarkable collections of books in the world is said to be the Tsu Ku Tschuan collection in Peking consisting of selected works from the flower of Chinese literature. It consists of books on all subjects and is regarded as the treasure house of Chinese culture and civilization. The main section of the library is in Peking and contains 5,482 volumes of classics, 9,476 volumes of history, 9,055 volumes of philosophy, 12,262 works on miscellaneous subjects, making a total of 36,275 volumes, with altogether 4,561,804 pages. The books were written exclusively by hand. The gigantic task of bringing out this edition was performed from 1863 to 1875 under the patronage of Emperor Khian Lung, who appointed a staff of scholars for this purpose. At the suggestion of the University of Paris the Chinese government has agreed to print 200 sets of the complete collection, sixty of which are to come to America, sixty to Europe, and eighty will be distributed in China.

On June 28, 29 and 30 printed books and illuminated and other manuscripts, comprising the property of Sir John Trelawny, the late Rev. N. C. S. Poynt and Maj. Gen. L. C. Dunsterville, will be sold at Sotheby's in London. Among the rarer items are Higden's "Polycronicon," 1482, first edition; the first complete English translation of the "Imitatio Christi," 1535; Sidney's "Arcadia," 1590, first edition; Bunyan's "Pilgrim's Progress," 1678, first edition; an important collection of books printed on vellum including the Pembroke copy of Macrobius, 1472 and the Vernon copy of "Tewrdannackh," 1717; Grolier's copy of Macrobius, 1535, and numerous other books in fine bindings, together with some scarce first editions of Rudyard Kipling and other modern authors.

The French rare book market, judging from the prices books are bringing, is in a fairly prosperous condition. Ready buyers are found for exceptional lots at what is generally regarded as a high price. Baudelaire first editions are keenly sought after, a copy of "Les Fleurs du Mal," 1857, in the original covers, one of ten copies printed on Dutch handmade paper, originally costing six francs, brought 16,000 francs in the recent sale of the Gompel library. In another sale in Paris one of three known manuscripts of Alfred de Musset, "Une Soubrette d'Autrefois" with unpublished

verses realized 13,000 francs. A first edition of Gus-Flaubert's "L'Education Sentimentale," 1870, with four autograph letters of the author, sold for 5,150 francs.

The working library of the late James G. Huneker, the well known music critic and writer on music, will soon be transferred to the New York Public Library. The collection contains about 600 volumes, and, altho quite miscellaneous, is strongest in books on music and modern French writers. The books were all bought for use and show it, many having interesting inscriptions and notes and dog's ears are by no means uncommon.

Autograph letters, historical documents and literary manuscripts embracing a portion of the correspondence of Col. Winthrop Sargent, governor of Mississippi Territory, was sold by Stan V. Henkels, in Philadelphia, June 23. The collection included much material concerning the Purchase of Louisiana, fine letters of the presidents, generals in the Revolution, War of 1812, and Civil War, members of the Continental Congress and statesmen of the republic and many fine literary letters including those by Thackeray and Dickens.

The current catalog (No. 404) of Maggs Brothers of London is devoted to "Illuminated Manuscripts and Miniatures—European and Oriental." It contains 339 items and upwards of 100 illustrations, mainly full page facsimiles printed on coated paper, making one of the handsomest catalogs ever printed by a bookseller. The European manuscripts begin with the 11th Century and come down to the beginning of printing in the 15th Century. The cataloging has been done with extreme care and the notes are profuse and interesting.

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Books Wanted and for Sale

BOOKS WANTED

William H. Allen, 347 Walnut St., Philadelphia
 Ecissier, Country of Horace and Vergil.
 Bacon, Roger, Opus Majus ed., Bridges, 3 vols.

The American News Co., Inc., 9 Park Place,
 New York

A second-hand copy of the U. S. Catalogue, 1912-17.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.

Makower, Perdita, Appleton.
 Hough, Mississippi Bubble, Bobbs.
 Roseberry, Napoleon Last Phase.
 Loti, Rarahu.

Ten Men of Money Island.
 Pennell, Life of Whistler, 2 vols.

William M. Bains, 1213-15 Market St., Philadelphia

Jefferson, Bible.
 Bourget, The Disciple.
 Searles, Refractory Materials.
 Crawford, Studies in Foreign Literature.
 Harden, Alcoholic Fermentation.
 Howitz & Kling, Chess Studies and Games.
 Webb, Co-operative Movement in Great Britain.
 Las Cases, Napoleon.

Baptist Book Concern, Inc., 650 S. 4th St.,
 Louisville, Ky.

Set of Talmadge's Sermons.

Barnie's Bookery, 724 E St., San Diego, Cal.

Bernheim, Suggestive Therapeutics.
 Miles or his Officers, Geronimo Campaign.
 White, W. H. Orchids, or others.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Am. Diplomacy, Fish.
 Am. View of War vs. German Govt., Scott.
 Hesitations, by Fullerton.
 War Aims of U. S., by Rogers.
 Conservation in U. S. During War by Van Hise.
 Am. and World War, Roosevelt.
 Am. Ideals, Roosevelt.

The Beacon Book Shop, 26 W. 47th St., New York

Wherry, Wanderer on 1000 Hills, Lane.
 Jacobs, W. W., The Monkey's Paw.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.

The Man of Galilee.
 Knight, Mechanical Dictionary.
 Hinds, Days in Cornwall.
 Any Unusual Christian Science Items.
 Life of Helena Modjeska.
 East of the Sun and West of the Moon, illustrated
 by Kay Nielson.

Beecher, Kymer & Patterson, Kalamazoo, Mich.

Cloth set Scott (about) 30 vols.

C. P. Bensinger Code Book Co., 19 Whitehall St.,
 New York

Universal Lumber Code.
 Commercial Code, Ar.
 Pocket Edition Western Union, Liebner's.
 Any American-Foreign Language Code.

The Book Corner, 33 West 57th St., New York

Any of Francis Thompson's Works.
 Hendrick's Commercial Register of U. S.
 Thomas' U. S. Directory of Iron and Steel Works.
 Industrial Directory of New York, 1912-13.
 Dante's Paradise, Dore illustrations.

Book Shop of Glass Block Store, Duluth, Minn.

Log of the North Shore Club, two copies.
 Pomegranates in the Kutcher edition, Oscar Wilde.

The Booklist, 78 E. Washington St., Chicago

Galton, Art of Travel, Murray.

The Book Shop, Woods Hole, Mass.

Bawden, Study of Lapses, 1901, 2 copies.
 Bonser, Reasoning Ability of Children of 4th, 5th
 and 6th Grades, N. Y., 1910.
 Life and Letters of Charles Bulfinch, 1896.
 Bonilla, Wilson Doctrine, N. Y., 1914.
 Gulick, Church and International Relations, 1917.
 Grimshaw, Fiji and Its Possibilities, 1907.
 Hart, W. O., Democratic and Other Conventions,
 1916.
 Livermore, Condensed History of Cooperstown, 1862.
 Meyer, Junior Manual by J. Baldwin, 1915.
 Millett, George Fuller, Life and Works, 1886.
 Munro, History of Middle Ages, Appleton.
 Parsons, Religious Chastity, Macaulay Co., 1913.
 Tippy, Church, a Community Force, M. E. M., 1914.
 Tracy, Wheel of Fortune, Clode, 1908.
 Van Rensselaer, H. H. Richardson and his Work,
 1888.
 Inexpensive set of Francis Thompson.

Brentano's, Fifth Ave. and 27th St., New York

Pictorial, Practical Flower Gardening, Wright
 (Walter P.).
 The Men of Moss Hags, S. K. Crockett.
 Life of Lord Lister.
 Princess de Lambelle, B. C. Hardy, London, 1908.
 The Hour Has Struck, Morgan.
 Gosselin's Tribunal of Terror, trans. by Lees.
 Dictionary of Foreign Phrases and Classical Quota-
 tions, Jones.
 Mr. Poilu.
 Five Years Among Congo Cannibals.
 More Than You Know About Yourself.
 The Pocket Remembrances, Barwick.
 Anatomy, Gerrish.
 Best Hundred Books, Powys.
 Market Harborough, Whyte-Melville.
 Concordance to Dante, Fay.
 Phenomena of the Four Seasons, Hopkins.
 Midstream, Comfort.
 A Hero of Our Times, Lermontor.
 Madame Recamier and Friends.
 The Clerque.
 The Amer. Hospital of the Twentieth Century,
 Stevens.
 A History of the Life of M. B. Eddy and Christ.
 Science, Wilmine.
 Memoir of Rupert Brooke, Marsh.
 Rarahu, or Marriage de Loti, Beck.
 Jack Spurlock, Prodigal, Lorimer.
 Statesman's Year Book, 1919.
 To the Lost Penny, Lefevre.
 Song of Three Friends.
 Bassett, New York.
 Poems of the Brontes.
 Passing of the Idle Rich, Martin.
 In the Path of the Alphabet, Jerman.
 History of St. Louis, Portrait of H. W. Lefingwell.
 A King in Babylon, Stevenson.
 Bits of Life, 2 copies.
 Outline Drawing of Flaxman.
 Romance of Commerce, Selfridge.
 Courage, Ogden.
 Brethern, Haggard.
 House of Dreams, Dawson.
 In American, 1st edition, Weaver.
 Book on Lettering, Brown.
 Cellular Pathology, Verchow.
 American Beaver and His Works, Morgan.
 Hypnotism, Liebault.
 Suggestive Therapeutics, Bernheim.
 Lectures on Rest and Pain, Bell.
 Mental Evolution in Animals, Romane.
 Animal Intelligence, Romane.
 Pathology and Morbid Anatomy, Green.
 Theory of Color, Chevreul.
 Science Absolute of Space, Open Court.

BOOKS WANTED—Continued

Brentano's—Continued

Essay on Foundations of Geometry, Russell.
Principles on Leather Manufactures, Proctor.
Piccadilly Jim, Wodehouse.
Something New, Wodehouse.
Law of a Household, Beecher.
Irradiation and Land Spray, Fletcher.
Goblins and Pagodas, Fletcher.
Encyclopedia of Photography.
Psychology of Motion Picture, Munsterberg.
In Praise of Folly, Erasmus.
European and Other Race Origin, Hannay.
Ship and Men, Hannay.
English Dictionary, Cassell.

**The Brick Row Book Shop, Inc., 104 High St.,
New Haven, Conn.**

Adamson, Education in Plato's Republic.
Matthew Arnold, High Schools and Universities in Germany, Macmillan.
Ayliffe, Ancient and Present State of the University of Oxford, London, 1714.
Baird, Manual of American College Fraternities, pub. by James T. Brown.
I. M. Barker, Colleges in America, 1894.
C. F. Birdseye, The Reorganization of our College, 1909.
G. C. Broderick, History of University of Oxford, London, 1886.
Bruce, History of University of Virginia.
N. M. Butler, The Meaning of Education.
Capes, University Life in Athens.
G. Compayre & Abelard, Origin and Early History of Universities, N. Y., 1895.
E. P. Cubberly, History of Education and Readings in History of Education, 1920.
Curzon, Principles and Methods of University Reform, 1909.
Davidson, Aristotle.
Flexner, American Colleges.
Fournier, Les Statutes et Privileges des Universites Francaises, 1890 to 1894.
G. B. Hill, Harvard College by an Oxonian.
E. R. Holmes, American Universities.
Kerr, Scottish Education, Cambridge, 1910.
L'Universite de Louvain, Coup d'oeil sur son Histoire Brussels, 1900.
Mullinger, History of the University of Cambridge, London, 1896.
C. A. Nelson, Analytical Index to Vols. 1-25 Educational Review, N. Y., 1904.
Newman, J. H., University Sketches.
The Octocentenary of University of Bologna, Edinburgh, 1899.
N. Porter, American College and the American Public.
Quiller-Couch, The Roll of Honor.
Rashdall, Universities of Europe and the Middle Ages, Oxford, 1895.
Reports of Royal Commission on the British Universities.
Sheldon, Student Life and Customs.
Slosson, E. E., Great American Universities.
Smith, History of Science in 19th Century, N. Y., 1900-1.
Ten Brook, State University and the University of Michigan.
C. Tennyson, Cambridge from Within.
W. R. Thayer, History and Customs of Harvard University.
Thilly, Translation of Paulsen's "The German Universities," N. Y., 1906.
C. F. Thwing, College Administration.
C. F. Thwing, Universities of the World.
Williams, Law of the Universities, London, 1910.
Zimmerman, Die Universitäten in den Vereinigten Staaten Amerikas, Freiburg, 1896.
Who's Who in America.
Tetlow, Sketches of Southington.
Narrative of a Journey Round the World during 1841-2.
Charles Borgaud, Adoption and Amendment of Constitutions, trans. by Hazen.

**Brick Row Book Shop, 19 E. 47th St., New York
Renaissance, Cassell.**
Arthur Morrison: A Hole in the Wall.
A Windsor Handbook, Description of Rare Windsor

Brick Row Book Shop—Continued

Furniture, 1725-1825, by Wallace Nutting.
Singleton's Books on Furniture.

**Bridgman's Book Shop, 108 Main St., Northampton,
Mass.**

Talbot, E. S., Degeneracy: Its Causes, Signs and Results.
**Albert Britnell, 815 Yonge St., Toronto, Can.
[Cash]**

Life of George Borrow.
**Brooklyn Museum Library, Eastern Parkway and
Washington Ave., Brooklyn, N. Y.**

National Academy of Sciences, Proceedings, New Ser., v. 3-6.
Journal, Am. Inst. of Architects, Nov. and Dec., 1918.

Brown Book Shop, 328 State St., Madison, Wis.

Dore, Bible Gallery.
Apples of New York.
Ricardo, Political Economy.
Heine, Complete Set in English.

**Burrows Brothers Co., 633 Euclid Ave., Cleveland
Descendants of Nath. Ely, Cleveland, 1885.**

A. Q. Couch, In Powder and Crinoline, Nielson Illus.
Benner, Ups and Downs of Prices.
Fuld's Police Administration, Putnam, 1910.
Cumming, Thru the Eternal Spirit.
Stoddard, Lectures, Green cloth, Lake Como, Sicily, Dolomites.
Stoddard, Lectures, Lake Como, Black leather.
Brewer's Orthometry, Versification.
Hubbard, Lit. Journeys, Musicians, Business Men.
Ellis, Ed. S., Phantom of the River.
Sawyer, Odorographia, 1895, Perfumes.
Quilts and Their Story, Webster, Doubleday.
Ford on Archery, also other authors.
Arctic Blue Book, London, Eng. Gov. pub.
Anstey, Tourmaline Time Checks, Appleton.
Smith, Dict. Gk. and Rom. Antiq., 2 vols., ed. by Marindin.
Haggard, H. R., Finished, 1917, Longmans.
Boat Sailing in Fair Weather and Foul.
Buck's Mystic Masonry.
McFarland's Pathogenic Bacteria, 2nd hd.
Park's Pathogenic Microorganisms, 2nd hd.
Pringle's Woman Rice Planter, Macmillan, 1913.
Mutiny of the Bounty.
Roses, Pemberton, Kingsley, or Parsons, any.
Sorry Tale, by Patience Worth, Holt & Co.
Archko Volume (or Library).
Whitlock, Turn of the Balance.
Science and Health, limp leather.
White, Stewart Edw., Land of Footprints, 1st ed.
Francois Villon, Poems, etc., in French.
Keane's Ethnology, Cambridge Geog. Series.
Wandering Jew, Dore Illustrations, give pub.
E. P. Johnson, White Wampum, Indian poem.
Cross-Reference Bible.
Lewis and Clark, Travels, Frederic Edition and Am. 1814 ed.
R. N. Hall's Prehistoric Rhodesia, Jacobs.
Broughton (Rhoda), any cheap cloth copies.
Ploetz, Epitome of History, 2nd hd.
Bindloss, Long Odds.
Sander's 3d reader, copyright about 1865.
Wilson's 3rd reader, about 1870.
Slovo Opl'ku Igorevis, Russian-English Dict.
Janosik, Bohemian Slav. Dialect, Budapest.
Rousseau, Confessions, English, not red cloth.
Twains, 1st Ed. Life on Miss., What Is Man, Tom Sawyer.
Abroad, Sketches Old and New.
Young's Minor and Grand Tactics Chess.
Sheldon, Of One Blood, Small, M. Co.
Robertson, Masters of Men.
Bronte, Poems, Aylott and Jones, 1846.
Hardy, Thos., fine set.
Twain, Mark, Royal edition, fine.
Folger's History Free Masonry.
Mackey's Ency. Free Masonry, 2 vols.
Mackey, History of Free Masonry, 7 vols., cheap only.
Pythagorus, Paracelsus. Any in English.
Thompson, Witchery of Archery.
Eon and Eona, Spirits.
Furman, Stories Sanctified Town.

BOOKS WANTED—Continued**Burrows Brothers Co.—Continued**

Josh Billings, complete in one vol.
 Corelli, Life Everlasting.
 Corelli, Master Christian.
 Virginia Dare, Give author and pubs.
 Leland's Gypsies, 2nd hand copy.
 C. F. Powell's Life Zachary Taylor, 1847.
 Drake, Benj. Tales and Sk. of Queen City, 1839.
 Drake, Benj., Notices Cincinnati, 1810, and others.
 Finck's Primitive Love.
 Virginia Debates.
 Thomas, Silent Instructor, Receipts.
 Weber's Philosophy of History.
 Traver, Study of Gases, 2 copies.
 Life and Action, vol. 4, Indo-Am. Bk. Co.
 Boynton, Application Kinetic Theory, 1904.
 Sangster, Women of the Bible.
 Funkiana.
 Warner, Biog. Synopsis of Books, 2 vols., 1912.
 Cadmus Book Shop, 312 W. 34th St., New York
 Le Messurier, Key to Johnson's Ordinary and Partial
 Differential Equations.
 Harvey's Weekly, vol. 1, nos. 15, 16, 17, 21 and 32.
Callender, McAuslan & Troup Co., Providence, R. I.
 Buck, The Great Work, Indo-American Book Co.
Campton & Co., 1313 Walnut St., Philadelphia
 Sequrs, Napoleon.
 Savallettes, Napoleon.
 Gourgauuds, Napoleon.
 Constants, Napoleon.
 Under the Hill and Other Essays in Prose and
 Verse by Aubrey Beardsley, illustrated, first
 edition, London, 1904.
 The History of Chester County by Futhy & Cope.
 Collections and Recollections, Russell.
 In a Grass Country.
 Olympe de Cleves, 2 vol., Little Brown & Co.,
 Handy Library Edition.
 Any Books by Costello, author of Rose Garden of
 Persia.
C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
 Schinderhannes, in German.
 Rinaldo Rinaldini, in German.
 De Morgan, Newton, His Friend and his Niece.
 Grub and Guilford, Potato.
 Wyman, Control of the Market.
C. T. Cearley, 1128 J Street, Fresno, Cal.
 Gould-Brown, English Grammar.
**The Arthur H. Clark Co., 4027 Prospect Ave.,
 Cleveland, O.**
 Farmer's Cabinet and Amer. Herdbook, vol. 13 to
 end.
 Amer. Cyclopeda, 1881 to end.
 Niles Weekly Register, vols. 32, 69 to end.
 U. S. National Museum Bull. 50, part 8, Sage green
 cloth.
 McClellan, Vindication by Campbell.
 Gayarre, Hist. of La., French Domination, 4 vols.,
 1879.
 Moulton, Bible as Literature, Intro. by Abbot
 Crowell, 1866.
 Farrow, Amer. Small Arms.
 Columbia Univ. Studies: Thompson's Reconstruc-
 tion in Ga.
 Lossing, Cenotoph, 1885; Empire State Compendius
 Hist. of Commonwealth of N. Y.; Great Family;
 Hist. of Amer. Industries; Hist. of New York
 City; Mary and Martha; New World; Pictorial
 Desc. of Ohio; Primary Pictorial Hist. of U. S.,
 1857; The Ohio Book; Amer. Centenary, Phila.,
 1876.
 Dellenbaugh, Breaking the Wilderness.
 Vaccination, any early out of the way books only.
 Gallwey, The Cross Bow.
 Garces, On the Trail of Spanish Pioneer, 2 vols.
 Marbois, Hist. of La., 1830.
 Hakluyt, Soc. Pubns.; Roe's Embassy to India, 2
 vols.; Vasco de Gama's First Voyage.
 Franklin, Benj., Works, N. Y., 1790.
 Amer. Mag., N. Y., August, 1788.
 Stith, History of Va., 1st ed., 1747.
 Ladies' Repository, vols. 4 and 6.
 McGuffey's Readers, 1st, 2nd, and 4th, 1885 ed. only.

The Arthur H. Clark Co.—Continued

Victoria (Queen) Jubilee, Great Procession of June
 22, 1897, by Twain, 1st ed.
 Newspapers and periodicals on Woman's Suffrage
 and work.

John Clark Co., 1486 W. 25th St., Cleveland, O.
 Defoe's Robinson Crusoe, any good illustrated ed.
 Rhodes' History of the U. S., 8 vols.

David B. Clarkson Co., 2535 South State St., Chicago
 Conquest of the Tropics, Adams.

Columbia University Library, New York City
 Saturday Evening Post, Jan. 3, 1920.
 Carlyle, Thomas, Letters Addressed to Wm. Mon-
 tague and B. W. Proctor, 1907, Lakeland, Mich.
 Headlam, J. W., History of the Twelve Days,
 Scribner, 1915, 2 copies.
 Stetson, F. L., Some Legal Phases of Corporation
 Financing, Macmillan, 2 copies.

Columbia Univ. Press Bookstore, 2960 B'way, N. Y.
 Scripture, Stuttering and Lispering.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
 Smollett and Carlyle, Small and Regular Size,
 good binding.
 Harvard Classics.

Current Literature Pub. Co., 50 W. 47th St., N. Y.
 Great Business Men, vol. 1.
 Great Reformers, vol. 1.
 Great Philosophers, vol. 2.
 Miriam ed., Little Journeys to the Homes of the
 Great, by Elbert Hubbard, any binding.

Dartmouth College Library, Hanover, N. H.
 Cal. State Council of Defense, Report of Com-
 mittee on Petroleum.
 Henderson, Dictionary of Scientific Terms.
 Pennell, Modern Illustration.
 Schuyler, Studies in American Architecture.
 Ward, French Renaissance Architecture, vols. 1 and
 2.

Davis' Bookstore, 49 Vesey St., New York
 Haydn's Dictionary of Dates, mention date.

Denholm & McKay, Worcester, Mass.
 The Orphan, Mulford, McClurg.

Denver Dry Goods Co., Denver, Colo.
 Mammals of Idaho, Merriam.
 Twenty Lessons in Mental Science, Wilmer.

Geo. Dewey, 119 Summit, Toledo, Ohio
 The Boss, Lewis.

James F. Drake, 4 W. 40th St., New York
 Harte, Lost Galleon, San Francisco, 1867.
 Hergesheimer, Lay Anthony, pub. Kennerley.
 Hergesheimer, Mountain Blood, pub. Kennerley.
 Hergesheimer, Three Black Pennys, 1st ed.
 Hergesheimer, Gold and Iron, 1st ed.
 Hergesheimer, Java Head, signed ed.
 Hergesheimer, Linda Condon, signed ed.
 Hergesheimer, Happy End, signed ed.
 North American Review War Weekly for July 6th,
 1918.
 Bacheller, Eben Holden, 1st ed.
 Cabell, Jurgen, 1st ed.
 Carryl, Grimm Tales Made Gay, 1st ed.
 La Forge, John, In the South Seas, 1st ed.
 McCutcheon, Her Weight in Gold.
 Melville, Moby Dick, 1st ed.
 Reis, Jacob, Making of an American, 1st ed.
H. & W. B. Drew Co., Jacksonville, Fla.
 Old Love Stories Retold, Le Gallienne.
 McAlister's Grove, Hill.

E. P. Dutton Co., 681 Fifth Ave., New York
 Across Periscope Pond.
 Barnard, World in Pictures.
 Blinks, Thomas, Steeplechase Prints.
 Bowen, God and the King.
 Gilder, Autobiography of a Tom Boy.
 Hazleton & Berion, The Yellow Jacket.
 Harris, Contemporary Portraits, 1st series.
 King, Three Free Cities.
 Levy-Bruhl, L., Ethics and Moral Science, 1905.

BOOKS WANTED—Continued

E. P. Dutton Co.—Continued

Melville, Herman, Typee, Omoo, Mardi, Redburn, White-Jacket, Moby Dick, Pierre, Israel Putter, Piazza Tales, The Confidence Man, Battle Pieces, Clarel, John Marr, Timoleon, 1st eds.
Mencken, Men Versus the Man.
Monroe and Henderson, New Anthology.
One Hundred Masterpieces in Sculpture.
Oscar, Waldorf Cook Book.
Pyle, Stolen Treasure.
Rolland, Caesar Frank.
Train, Arthur, Courts; Criminals and Camorra; Confessions of Artemus Quibble; True Stories of Crime; The Man Who Rocked the Earth.
Thompson, World and the Wrestlers.
Yonge, Unknown to History, Grisley Grisell.

East and West Book Shop, 1534 State St.,
Santa Barbara, Cal.

Ancient Fables, Ambrose Bierce.
Two Years in a Forbidden City, Princess Derling.
Night Thoughts on Death and Immortality, Edwd. Young.

Cosmic Consciousness, R. M. Bucke.
Amenities of Book Collecting.

Eau Claire Book & Stationery Co., Eau Claire, Wis.
Charnock, History of Marine Architecture, with plates, 3 vols.

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Paul Elder & Co., 239 Grant Ave., San Francisco

Volunteer Organist, W. B. Gray.

Crowds.

Bits of Life, Brentano ed.

Book of Sacred Magic of Abra Melin the Mage, McGregor.

The Kaballah Unveiled, McGregor.

Art of Alchemy, Bryant.

Guide to Living Things, Brewster.

Inana Yoga, part 1 and 2, Vivekenanda.

The Beetle, Marsh.

Prisoners of the Sea, Kingsley.

You and Some Others, Agnes Greene Foster.

Thoughts and Things, Pixley.

Chinese Art, vol. 2 only, S. W. Bushell.

The Voyage of Discovery, Scott.

El Greco, A. F. Calvert.

Appreciation of Sculpture, Sturgis.

Lake of the Sky, G. W. James.

The Return, Walter de la Mare.

The Bull Calf, Frost.

Fly Rods and Fly Tackle, H. P. Wells.

Injurious and Beneficial Insects of California, Essig.

Emery, Bird, Thayer Dry Goods Co., 25 Madison Ave., New York

Among the Isle of Shoals, Celia Thaxter, Houghton Mifflin Co.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago
Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganograph.,

Geo. Fabyan, Riverbank Laboratories—Continued
Signs, and other unusual characters in writing; also the art of deciphering.

F. W. Faxon Co., 83 Francis St., Boston, 17, Mass.
Journal of the Association of Engineering Societies, vol. 55, no. 1, 1915, or the entire vol. \$2.00.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
Glancoma, Hoab.
Thirty Strange Stories, Wells.

Wm. F. Gable Co., Altoona, Pa.

International Sunday School Notes for 1920, Peloubets.

Gardenside Bookshop, 270 Boylston St., Boston
Genealogical History of House of Delano.

Wm. J. Gerhard, 563 N. 20th St., Philadelphia
Kerner & Oliver, Natural History Plants, 1894.
U. S. Explor. Exped. Text to Zoophytes (Dana) and to the Mollusca (Gould).
Ohio Geological Survey, vols. 5, 6.

J. K. Gill Co., Third and Alder Sts., Portland, Ore.
Life of G. L. Wharton, Elma R. Wharton.
Scots Poems, Ferguson.
The Great Galeota, Echeagaray.
Microscopical Physiography of Rock-making Minerals, Rosenbusch, either German or English tran.
Complete Gardener, Thomas.

Gittman's Book Shop, 1225 Main, Columbia, S. C.

Leland, Voice from S. Carolina.

Gems of European Art.

Waddell, History of Augusta Co., 2nd ed.

Secret History of Oxford Movement.

Longstreet, Manassas to Appomattox.

Eddy, Mary Baker, Science and Health, 1875.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Argyle, Reign of Law.

Benson, Cat. of Etchings.

Boston, Cat. of Sale at Deacon House, 1871.

Brady, Kedge Anchor.

DeVinnie, Hist. of Printing.

Haggard, Ayesha.

Hind, Hist. Etching.

Jokai, Eyes Like the Sea.

Jones, A. J., Life of Thomas Dudley.

Journal Amer. Hist., no. 3, vol. 3, 3rd quarter.

Martin, Dr. G., Chemistry and Its Wonders.

Mass. Register & U. S. Calendar, 1792, 1798, 1800.

Masters in Art, Aug., 1908.

Mix, Jonathan, Memoirs of.

Newport Hist. Mag., April, 1882.

Obenchain, Handwoven Coverlets.

Pidgin, C. F., Theodosia, 1907.

Pyle, Howard, Wonder Clock; Robin Hood; Otto of Silver Hand.

Sale, Manors of Va.

Steele, Robt., One Man.

Tyson, J. A., The Stirrup Cup.

Wendell, Barrett, Cotton Mather.

Woodhull, Entries from Parish Registers, Thenford, England, Boston, 1896.

Genealogies: Cady, Descend. of Nicholas; Graham

Memoirs, 1908; Hurlburt, Descend. of Thomas;

Rogers Family in England, N. Y., 1911; Scott

Family, 1896.

Gotham Book Mart, 128 W. 45th St., New York

Bierce, Devil's Dictionary.

Mencken, George Bernard Shaw.

Grant's Book Shop, Inc., 127 Genesee, Utica, N. Y.

Shelly, Royal Castles in England.

Elliot, Old Court Life in France.

Benj. F. Gravely, Martinsville, Va.

Sidney Osborne, Isolation of Japan.

Sidney Osborne, Problem of Japan.

Love Letters of Abelard and Heloise.

Lord Chesterfield, Letters to His Son, complete.

Sigmund Freud, Interpretation of Dreams.

Psychopathology of Everyday Life.

Wit and the Unconscious.

General Introduction to Psychoanalysis.

H. W. Frink, Morbid Fears and Compulsions.

Carl G. Jung, Psychology of Unconscious.

Analytical Psychology.

Ernest Jones, Psycho-analysis.

BOOKS WANTED—Continued

Benj. F. Gravely—Continued

Treatment of Neuroses.

Oskar Pfister, Psychoanalytical Method.

James Jackson Putnam, Human Motives.

J. Dyer Ball, Things Chinese.

Gray's Bookstore, 104 Wisconsin St., Milwaukee

Mabel Jenness, Comprehensive Physical Culture.

Grimwood's 24 N. Tejon St., Colorado Springs, Colo.

Key to Indian Language, Roger Williams.

Hall's Book Shop, 361 Boylston St., Boston, Mass.

On the Iron at Big Cloud.

People's Magazine, 1912.

Harvard Co.op. Soc., Harvard Sq., Cambridge, Mass.

Whitehead, Village Gods of South India.

Walter M. Hill, 22 E. Washington St., Chicago

Lungo, Isidore del, Women of Florence, trans. by

Mary C. Steegmann.

The White River Bandlands.

Thomas Bigelow Paine's Life of Thomas Nast.

Leaves of Grass.

Crime and Punishment.

Butler's Note Books.

McFee, Miscellaneous.

Piazzesi Smyth, Collection of Papers on Psychics.

Burrough, Whitman as Poet and Person.

Early History of the University of Virginia as

Contained in the Letters of Thomas Jefferson

and Joseph C. Cabell, Richmond, 1856.

Hardy's Dynasts.

Bronte, Wuthering Heights.

Le Seuer, Historical Journal of, in French, New

Orleans, 1831.

Himebaugh & Browne, 471 Fifth Ave., New York

Brain and Voice in Speech, Mott.

Memoirs of the Famous Comedian, Charles Macklin,

1st ed., extra illustrated, 2 vols., 8vo., full moroc-

co., James Asperne, 1804.

Hochschild, Kohn & Co., Howard & Lexington Sts.,

Baltimore

Forest Orchid and Other Tales, Ella Higgins.

Story of the Flute, imported by Scribner.

Browning, Chesterton.

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The Rudiad, Geo. Goleman, London.

Paul B. Hoeber, 67 E. 59th St., New York

Herold, Legal Medicine.

Gould & Pyle, Anomalies and Curiosities of Medi-

cine.

Jackson, Yearbook of Ophthalmology for 1907, vol. 5.

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U. S. Navy and Marine Corps, N. Y., 7th ed.,
1902.

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James Geike, Mountains, Their Origin, Growth and
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Muir's Life Mohammed, unabridged ed., 1858.

Reclus, The Earth and Its Inhabitants.

Murdock's History Japan, 2 vols.

E. W. Lane, Arabian Nights, ill. by Harvey, 3
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Sykes, 10,000 Miles in Persia, 8 Years I Saw.

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- Edw. P. Judd Co., New Haven, Conn. Old Lady 31, Forsslund, pub. Century.
- Library, Kansas State Normal School, Emporia, Kan. Wilson, Teacher's Manual for Picture Study in El. Sch., Macmillan, 1899.
- Kendrick-Bellamy Co., 16th at Stout, Denver, Colo. Decorative Textiles, George Leland Hunter. Factory Costs, Wibner. Reminiscences of a Missionary Bishop in New York, Bishop Tuttle, pub. Thos. Whittaker.
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Cook's Guide to Algeria and Tunis, Thos. Cook & Son.

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Kennedy, Catalogue of Whistler's Etchings.

Ways, Whistler's Lithographs.

Any other catalogues of James McNeill Whistler.

Daniel H. Newhall, 154 Nassau St., New York

Croftutt, Trans-Continental Tourists' Guide, 1872.

Henry, Alex., Travels and Adventures, edited by Bain, 1901.

Republican Club, N. Y., Addresses at Lincoln

Dinners, 1887-1909. 8vo.

Zogbaum, Horse, Foot and Dragoons.

Cushing, Anonyms.

H. S. Nichols, Inc., 17 E. 33rd St., New York

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 Gray, Treatise on Physics.

P. A. Philbin, Archbald, Pa.

Madden's United Irishmen, Shamrock ed., vols. 10-12.
Powers Mercantile Co., Minneapolis, Minn.

Karakoram and Western Himalaya, an account Expedition Prince Luigi, 1909, 2 volumes,
 Willard, Garden of Eden.
 Kirkland, A., Log of the North Shore Club.
 Stevenson, R. L., Quote Condition and Price on Pentland, Swanston and Scribner's Subscription Editions.

Little Lucius P.
 Ben Harding, His Times and Contemporaries, pub. by the Journal Courier and Job Printing Co., 1887.

The Charles T. Powner Co., 26 E. Van Buren St., Chicago

McAfee, War in Western Country, 1824.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia

Second Coming of Christ, R. E. Spear.
 Introduction to the Textual Criticism of the New Testament, B. B. Warfield.

Presbyterian Book Store, 411 N. 10th St., St. Louis
 Studies of the Old Testament, Godet.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Phillips, Herod.

Princeton University Library, Princeton, N. J.
 Ore-deposits, a discussion republished from the Engineering and Mining Journal, 1905.
 Walsh, Correa Moylan, Measurement of General Exchange Value, Macmillan, 1901.
 Hollingworth, Harry Levi & Poffenberger, The Sense of Taste, Moffat, Yard, 1917.
 Harbin, R. M., Paradoxical Pain, Sherman, French, 1916.
 Crile, G. W., Origin and Nature of the Emotions, Saunders, 1915.
 Smiles, S., Chemical Constitution and Physical Properties; the relations between, Longmans.
 Freundlich, E., The foundations of Einstein's theory of gravitation; tr. by H. L. Brose, Putnam, 1920.

Putnams, 2 West 45th St., New York

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Lester, Look to the East, 1876.

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 History of America Before Columbus, P. De Roo, 1900, 2 volumes.

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Low, How Girls Can Help Their Country, Girls Scout Nat. Headq.
Lucas, Wanderer in Paris, Macmillan.
Mahan, Major Operations of the Navies in War of American Independence.
McNab, J., The Clan MacNab, Edinburgh, 1907.
National Geographic Magazine, Oct., 1916.
Patterson, How to Listen to Orchestra, Pott.
Peker, How to Read Plans, Industrial Book Co.
Petrie, History of Philosophy.
Pier, Pottery of Near East.
Poole, R. L., Illustrations of History of Mediaeval Political Thought.
Proctor, R. A., Great Pyramid.
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Singleton, Furniture of Our Forefathers, 2 vols.
Smyth, P., Our Inheritance in the Great Pyramid.
Sombart, W., Jews and Modern Capitalism, Dutton.
True, On Guard, Little, Brown.
Twain, A Connecticut Yankee, Harper, 1904, Hillcrest Ed., vol. XVI. only.
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Williamson, C. N., The Golden Silence, Doubleday.
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Locke's Works, 1st English Edition.
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Arnold, E., With Sa'di in the Garden, Little, Brown.
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Hunter, R., Socialist at Work, Macmillan.
- Charles Scribner's Sons—Continued
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Pound, E., Gaudier Brzeska, A Memoir.
Rockwell, F. F., Gardening Indoors and Under Glass.
Scrags, Any Works of George G. Scrags.
Veatch, B. E., Men Who Dared.
Altschler, Guthrie of the Times, Doubleday.
Architecture, November, 1920.
Batchelder, Principles of Design, Inland Printer.
Becke, Wild Life in Southern Seas.
Belloc, Path to Rome, 1st Ed., Putnam.
Bernard, Happy Days.
Braine, Merchant Ships and What They Bring, Dutton.
Brunner, Tracks and Tracking, Outing Pub. Co.
Burrroughs, Winter Sunshine, 1st Ed.
Carroll, Expositions of Dante, Doran.
Chinese Snuff Bottles, Books on.
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Ross, J., Original Religion of China.
St. Francis, Little Flowers of St. Francis, Trans. Arnold, Duffield, cloth.
Social Democratic League of America, a Program of Social Reconstruction.
Toynbee, Life of Dante.
Trower, Book of Capri.
- Scruggs-Vandervoort-Barney Dry Goods Co., Olive and Locust Sts., St. Louis, Mo.
- Introduction to the Study of History, by Langlois & Seignobos.
Leon Gardiner and His Descendants, by A. Whipple.
- Charles Sessler, 1314 Walnut St., Philadelphia
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Dorothy Wordsworth, Letters or Diary.
Life and Recollections of Washington, Doubleday.
Colonial Homes of Philadelphia, Lippincott.
Annals of the Four Masters.
Complete Angler, Riverside Ed.
Angler, Cameron Illustrations.
Life of the 12 Caesars.
Scott, Waverly Novels, illustrated by T. Y. Cameron.
Undine, Rackham illustrations.
Eminent Victorians, first edition.
- John V. Sheehan & Co., 1550 Woodward Ave., Detroit, Mich.
- Bernard, Some Principles and Problems of Real Estate Valuations.
Orr, Real Estate Encyclopedia, published by Holton.
Harris, Contemporary Portraits, first series.
Hewlett, Masque of the Dead.
Fenellosa, Epochs of Chinese and Japanese Art.
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Woman Herself.
Woman, Man and Monster.
Weaver, Vacations for Girls, 2 copies.
Jewish Children.
Mother in Verse and Prose.
Young People's Societies.
MacGrath, Grey Cloak.
1914 or 1915 edition of Chemistry of Radio Elements by Soddy, pub. by Putnam.
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Harris, Biography of Oscar Wilde.
Pierson, Keys to Word.

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 Davis, Anthology of Newspaper Verse.
 Lincoln, C. O. D.
 Haggard, Ghost King.
 Jacobs, Bar Examinations.
 Roman Sculpture from Augustus to Constantine by
 Eugenie Strong.
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 Calfin, Child's Guide to Pictures, 2 copies.
 Hurll, How to Show Pictures to Children, 2 copies.
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 My Mamie Rose.

C. Everette Smith, 317 S. Hill St., Los Angeles, Cal.
 Strange, Sir Robert, Engraved Works of, folio.
 London Art Journals, 1882 to 1913, also 1892 to 1913.

Smith & Butterfield Co., 310 Main St., Evansville, Ind.

Book of the Bayeux Tapestry, Hilaire Belloc.
 Heart's Haven, Blake, B. M. & Co.

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 Green, History of Kentucky.

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 Botanical Gazette, volumes 31, 34, 35, 39, 42 and 44
 (complete volumes), or any odd numbers of these
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 Findel, History of Freemasonry (Eng. trans.).
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Harry Stone, 137 Fourth Ave., New York

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 Allen Upward, The Divine Mystery.

Strawbridge & Clothier, Market St., Philadelphia

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 Flower Patch Among the Hills, Stokes, 2 copies.
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 Wild Life Under the Equator by Du Chaille.
 Pan Fish and Game Trail.
 Oriental Tales, vol. 1 only, Burton Club, private
 subscribers.

Syracuse University Book Store, 303 University
 Place, Syracuse, N. Y.
 Howard's Local Constitutional History of the United
 States.

Texas State Library, Austin, Tex.

Christian Art, 3 v.
 Orocozo y Berra, Geografía de los lenguas y Carta
 etnográfica de Mexico.

Lewis M. Thompson, 29 Broadway, New York
 Delafield, Biography of Francis and Morgan Lewis.
 English Notes, Boston Daily Mail Office, 1842.

Thoms & Eron, Inc., 34 Barclay St., New York
 Belloc, Path to Rome.
 King's Classical Quotations.
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 Private Papers of Henry Ryecroft, London Ltd.
 Edition, by Gissing.
 Story of Evolution, McCabe.
 Edward Wyndham Tennant by Glenconne.

University of California, Southern Branch, Los
 Angeles, Cal.
 Asia Magazine for May, 1919.

Vancouver Carnegie Library, Van Couver, B. C.
 Richardson, Major, Wancansta, 1832.
 Richardson, Major, Ecarte, 1830.
 Richardson, Major, Canadian Brothers, 1840.
 Richardson, Major, Personal Memoirs, 1838.
 Richardson, Major, Hardscrabble, or the Fall of
 Chicago, 1850.
 Richardson, Major, Wauanaboo, 1852.
 Richardson, Major, Westbrook, or the Outlaw, 1852.
 Richardson, Major, The Monk Knight of St. John,
 1852.
 DeMille, Prof. James, Cord and Creese, Harper
 Bros.
 DeMille, Prof. James, Curious M. S. found in a
 Copper Cylinder, Harper Bros.
 Roberts, Charles G. D., The Heart that Knows,
 Page.
 Carman, Bliss, More Vagabondia, Small, Maynard.
 Carman, Bliss, April Airs, Small, Maynard.

D. Van Nostrand Co., 8 Warren St., New York
 Thompson & Tait, Treatise on Natural Philosophy,
 2 vols.
 Liebnitz, Opera Omnia.
 Ball, Earth's Beginning.

T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.
 The Gentlest Art, Lucas, Macmillan.

A. C. Vroman, Inc., 329 E. Colorado St., Pasadena,
 Cal.
 Jew Gypsy and El Islam, Sir Richard Burton pub.,
 Stone.
 Wandering in Three Continents, Burton.

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 Bliss and Binder, Encyclopedia of Social Reform.
 Set of Harvard Classics.
 Milmine, Life of Mary Baker Eddy and History of
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Walden Book Shop, 307 Plymouth Court, Chicago
 A Wandering Scholar in Levant, Hogart, Cambridge
 His. series, 1896.
 History of Philosophy of History, Robt. Flint, Black-
 wood, 1893.

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Brain and the Voice in Speech and Song, with illustrations, pub. Harper.

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Married Love.
Gallipoli, Masfield.
On the Spanish Main, Masfield.
Sleeping for Health, Bowers.
League of the Iroquois, Morgan.
American Family Robinson.
Brenda York, Bradden.
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Life Worth Living, Dixon.
Useful Details in Several Styles, Benstead.
Timars Two Worlds, Jokai.
Settlements of Germantown, Pennypacker.
Pennsylvania in American History, Pennypacker.

T. Warburton, 15 Humphrey St., Cheetham Hall, Manchester, England

Growth, Booktrade Bibliography in U. S., 1868.
French, Early American Silversmiths, 1917.
Huneker, Painted Veils, 1920.

F. E. L. Watson, 1337 Schofield Bldg., Cleveland, O.
Lea, H. C., Superstition and Force, Phila.
Morrison, W. D., Crime and Its Causes, 1902.
Pike, A History of Crime in England, 2 vols.
Russell and Rigby, The Caged Man.
Irving, Washington, Knickerbocker History of N. Y., Holly ed., from set.
Lamb, Chas., Works, Edmonton hand-made paper ed., limited to 250 copies.
Macaulay Works, Standard Library or limited ed., Houghton Mifflin, 20 vols.
Carter, Law, Its Origin, Growth and Development.
Croisset, Abridged History of Greek Literature.
Curtin, Myths and Folklore of Ireland.
Curtin, Hero Tales of Ireland.
Roux, Joseph, Meditations of a Parish Priest.

Webb Pub. Co., 55 E. Tenth St., St. Paul, Minn.
Memorials of Minn. Forest Fires, Wilkinson.

M. A. Whitty, 1400 Brook Road, Richmond, Va.
E. A. Poe and Virginia items.

Williams Bookstores Co., 2 Milk St., Boston, Mass.
Abbott, Jacob Timboo and Jobiba, Harper, 1855.
Apocalypse Unsealed.
Bullen, Frank T., Idylls of the Sea.
Bookbinding, any works on, describe fully.
Brown, W. H., Story of a Bank.
Breasted, Development of Religion and Thought in Ancient Egypt.
Bingham, Capt., The Bastille, Morocco, N. Y., 1901.
Baird, Fleming, Book of Tanning.
Bradley, Aaron (Conn.), descendants or, Carse & Shearer, A Course in Fourier Analysis and Pedigram Analysis.
Chambers, Robert W., The Common Law.
Course of Rome.
Codrington's The Melanesians.
Dearborn, Textbook of Human Physiology.
Devout Christian's Vade Mecum.
Drepler, Simplified System of Clock and Watch Repairing.
Doyle, Conan, Lost World.
Ellis, Chess Sparks.
Expectation Corner.
Fleming, Six Monographs on Windstresses.
Franklin, Benjamin, Selections from the Writings of, ed. by V. Waldo Cutler, Crowell, 1905.
Foster, Morrison, Life of Stephen Foster.
Gerard Family Genealogy.
Gassard, Clock Repair and Making.
Gibb's Interpolation and Numerical Integration.
Huzzard, Four Flusssher.
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Hastings' Bible Dictionary, 4 vols.
Hose & McDougall's Pagan Tribes of British North Borneo, Macmillan.
Harsbrough, Modern Instrument and Method of Calculation.
Holmes, O. W., Speeches, Little, Brown, 1913.
I. C. S. Marine Engineering Course.
Jevons, Comparative Religion, Putnam.
Jacks, Alchemy of Thoughts, Holt.
Knight, Great Women of Pioneer Times.
King Arthur, Malory, 3 vol. 12mo. ed., London, Gibbings, 1897, vol. 1 only.
Knox, George H., Thoughts That Inspire.
Landon, Perceval, Under the Sun: Impression of Italian Cities, Doubleday, 1907.
Lockwood, Colonial Furniture in America, 2 vols.
Leader, Scott, The Cathedral Builders, London, 1899.
Lessing, Bruno, With the Best Intentions.
La Terre, Zola, Earth.
Larmor, Ether and Matter, Putnam.
Lewkowitsch, Oils, Fats and Waxes, 1918 ed., Macmillan.
Lejar, Urgent Surgery.
Voliere's Plays, Bohn's Translations, vol. 2 only.
Mitchell, Planetary and Stellar Worlds.
M'Neil, Explorers in the New World Before and After Columbus, Longmans, '09.
Micrometist's Vade Mecum.
Melville, Herman, Clarel.
Meserve family genealogy.
Milligan on the Theory of the Book of Hebrews.
Mathews, W., Conquering Success or Life in Earnest
Machan, House of Souls.
Mt. Holyoke College, anything on.
Monk Cinta.
Norman Cline, 1865.
North Carolina, anything on.
Orr, E. G., Real Estate Brokers' Cyclopedia.
Orchids, anything on.
Photography, early works on.
Prose Quotations, Crowell, thin paper ed.
Putnam Genealogy, prior to 17th Century.
Perkins, Twenty Best Fairy Tales, Stokes.
Popular and Critical Bible Encyclopedia and Scriptural Dictionary, 3 vols., Fallows.
Peer and the Woman.
Reed, C. K., Birds East of Rocky Mts., color plates, not pocket ed.
Rollo's Journey to Cambridge.
Roe, George, Koheleth.
Seligmann's Melanesians of British New Guinea.
Scharff-Herzog Encyclopedia of Religious Knowledge, describe fully.
Standard Reference Work, 6 vol. Encyclopedia, pub Welles Bros., Minn., 1912.
Snow, History of Boston.
Stoddard's Lecture on Lake Como, 5th supplementary vol. of set.
Ships, anything on old sailing ships.
Stowe, First Fifty Years of Mount Holyoke Seminary.
Strong Genealogy.
Thompson, Structure and Matter.
Travers, Study and Gases.
Twin, Mark, History of a Speech.
Talbot's Transition Spiral.
Talmud, in English.
Tilton, My Lady Laughter.
Tylor, Early History of Mankind.
Underhill, Laura, History of Edw. Small and Allied Families.
Upton Family of Salem, prior to 17th Century, genealogy of.
Van Loan, Inside the Ropes.
Vignettes of Manhattan, Harper & Bros.
Wilson, Harry Leon, The Seeker.
White, Book of Daniel Drew, Doubleday, Page.
Ward, Architecture of the Renaissance in France.
Walker, Ten New Englander Leaders, N. Y., Silver Burdette, 1901.
Wright, The Art of Caricature, 1904.
Rowlands, Walter, Among the Great Masters of Music, Page.
Library of Literary Criticism, 8 vols., Charles W. Moulton, editor, pub. Moulton Pub. Co., 1901.

Woodward & Lothrop, Washington, D. C.
The Sword of the Old Frontier, Randall Parrish.
Modern Formulary, Cummings, now out of print.

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Salmon, Higher Plane Curves.
Salmon, Coordinate Geometry.

The following publications of Wisconsin Geological and Natural History Survey:
Bulletin no. 24, Reconnaissance Soil Survey of Marinette County, Weidman, 1911.
Bulletin no. 20, Water Power of Wisconsin, L. S. Smith, 1908.
Bulletin no. 8, The Baraboo Iron-Bearing Districts of Wisconsin, S. Weidman, 1904.
Bulletin no. 5, Geology of Regions About Devil's Lake and the Delles of Wisconsin with Notes on Surface Geology, Salisbury and Atwood, 1900.
Bulletin no. 26, Geology and Industries of Wisconsin, Whitbeck, 1913.
Bulletin no. 37, Soil Survey of Fond du Lac Co., Whitson, 1914.

W. H. W., care Publishers' Weekly

National Fifth Reader in use about 1876, not the New Fifth (Barnes) published 1884.

Wm. H. Ziesenitz, 532 Warren St., Hudson, N. Y.
Martin, Fighting Doctor.
Crossways, Martin.
Glyn, Elinor, Visits of Elizabeth.
Glyn, Elinor, Reflections of Ambrosine.
Glyn, Elinor, Beyond Rocks.
Murray, Adirondack Adventure.
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Primer of Irrigation, D. H. Anderson, 257 p., illus., 10 for \$1.50.

C. Nathaniel Kuttner, 104 Trolley Way at Navy, Venice, Calif.

Geographic Magazines, complete vols. or odd nos., subject to examination if cash accompanies order; about 1,000 copies, must sell at once; dates back to 1900; many duplicates; prices on application.

Ontario Book Co., Toronto, Ont.

Bibliotheca Canadensis; or, A Manual of Canadian Literature, Henry J. Morgan, cloth, Ottawa, 1867, Postpaid, \$15.00.

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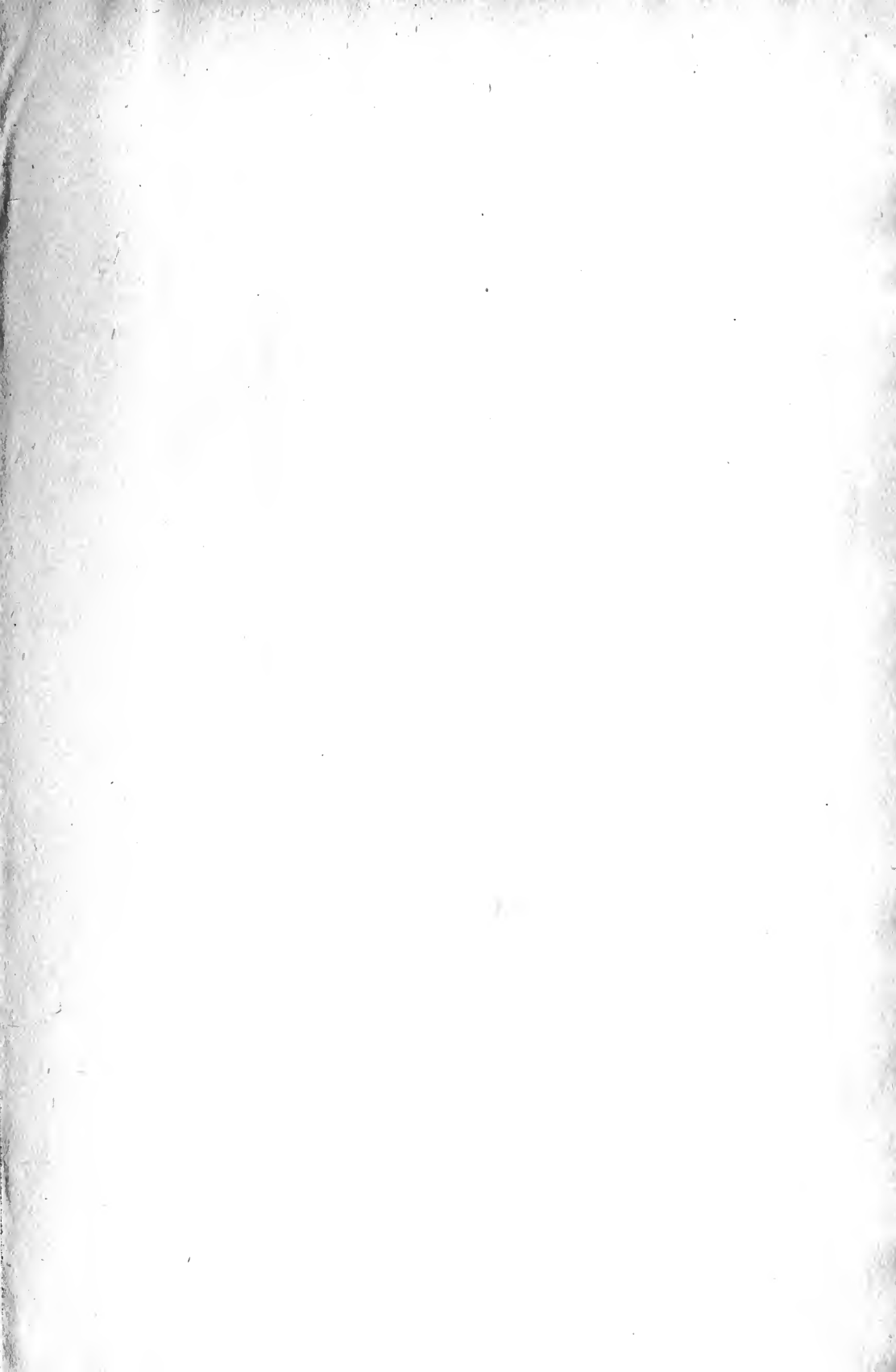
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